

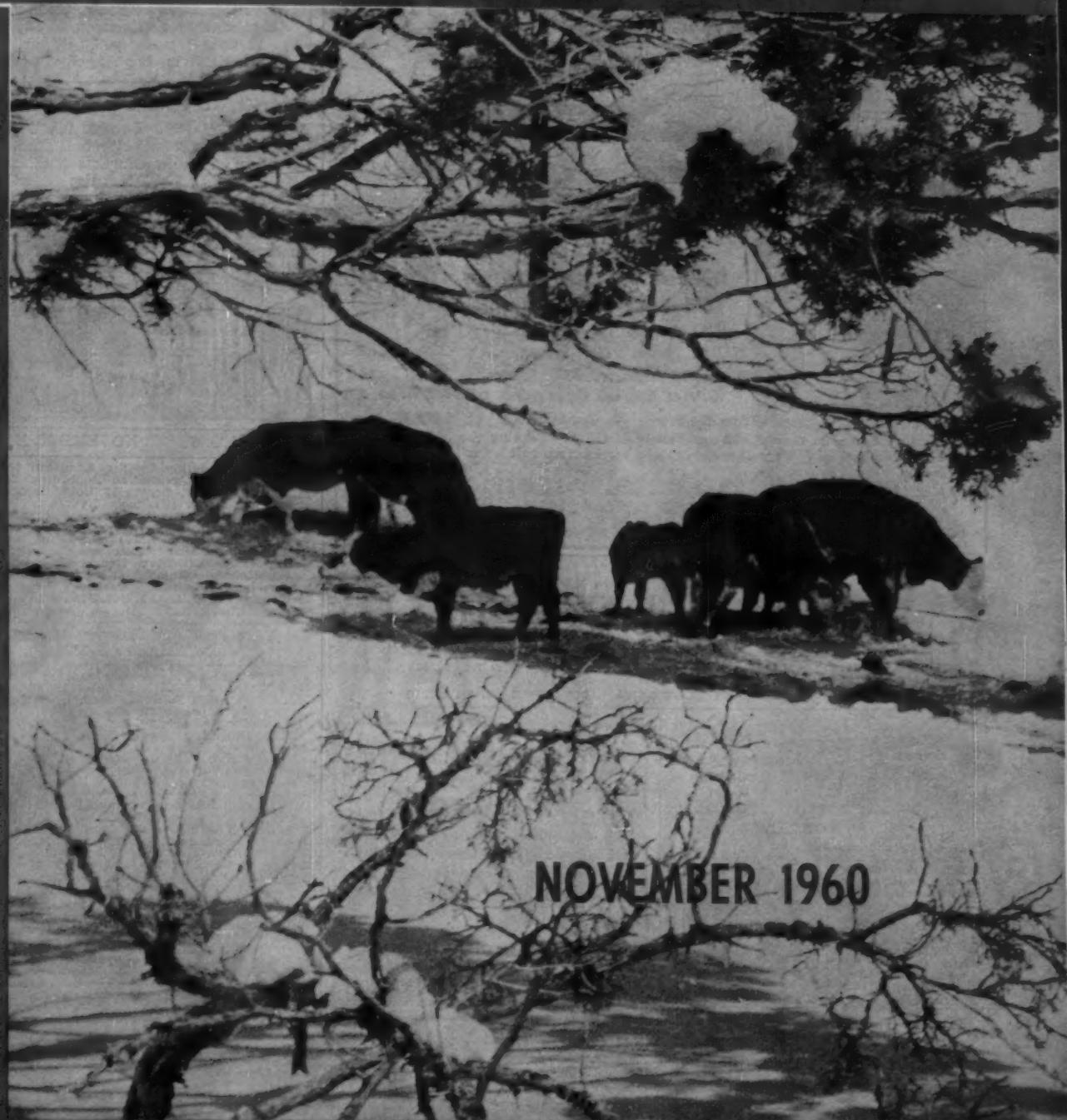
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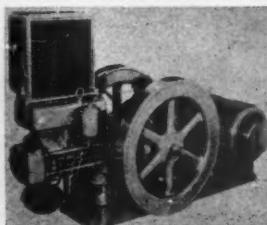
LIVESTOCK TAXATION

THE CATTLEMAN'S BUSINESS MAGAZINE



NOVEMBER 1960

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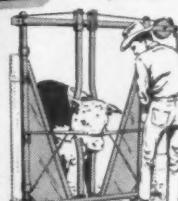
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TO THE
EDITOR

DANGEROUS TREND—We had a good moisture year until the middle of July; very dry since, but our hay and grass was made. Plenty of winter feed. Cattle prices about \$5 less than last year; expenses higher. We hope this trend does not continue too long—
Robert F. Lute, Ogallala, Nebr.

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IMPORTS

IN A SPEECH in California, American National President Fred Dressler said that, in its fascination with free trade, this country must not be guilty of invading and ruining other world markets any more than it must leave its own domestic industries unprotected from "raiding" by foreign interests.

We have often pointed out in this column that the solution of the import problem is hampered by the feeling in Washington that we must continue our generous foreign trade policy in the interest of solidarity among nations that are not against us in the cold war camp.

* * *

EVIDENTLY our present import protection on beef is suited to this policy. After all, considering inflation, our tariff on beef amounts to only about 1½ cents a pound, which is certainly no effective protection. Imports are still coming in under it at a good clip. 349 million pounds of cow-beef were imported in the January-September period this year. This compares with 402 million pounds in the period in 1959, but in that period we had heavy imports of

salted beef from Argentina which were cut off in mid-1959 because of danger of foot-and-mouth disease.

The cow market has slipped about \$3.50 the past couple of years while imports have been at an all-time high, and if prices fall further, the heavy imports could have a real, damaging effect.

We believe President Dressler has made a point that has not been sufficiently stressed. Any realistic look at the problem of imports, whether the imports come to our shores or to any other country, certainly will admit the benefit, and indeed the need, of that country to maintain its economy and not "break" even one segment of it through outside competition. Certainly we can have world trade without the necessity of endangering an industry.

* * *

THE CATTLEMAN asks for his industry only reasonable but effective protection that will prevent serious damage. That, we believe, is both to our benefit and to the benefit of the nations with which we do business.

INFLATION

ONE OF THE BASIC ISSUES in the presidential campaign that is in its last heat as this is being written is the question of the future value of the dollar.

Will it be a relatively stable dollar in the years to come, or will its value drop and drop?

When we settle down after the election, we hope we can discount at least some of the big programs that were so glibly promised in the heat of the campaign.

We trust our lawmakers will soberly consider the effects of new government spending programs and realize that deficit spending will lead only to more inflation. If we persist in big government spending, then the only possibility of preventing inflation is through strict controls on most of our economic life.

* * *

REGARDLESS of the outcome of the election, this is a problem we must keep continually in mind.

FARM PROGRAMS

AS THIS IS BEING WRITTEN we do not know whether we will have a Republican or a Democratic President.

But whichever man is elected, there still remain some rather important problems facing the cattle industry in the matter of farm programs.

The cattle industry certainly cannot accept one candidate's "supply management" proposal which would include cattle in the promised supports and controls . . . and we can see trouble in the other candidate's suggestion for "payment in kind" for crops taken out of production and the feeding of surplus grain to livestock.

One proposal would distort livestock production through subsidies and strict controls . . . the other would encourage excessive livestock feeding and production.

IT WILL BE the cattle industry's job to try to convince congressmen that trying to shove onto livestock the problems of surplus farm supplies and getting the cattle industry entangled in supports and controls is not the way out of the farm problem. Rather, it would lead only to further trouble.

CATTLE POPULATION

CENSUS FIGURES for the first 31 states reporting indicate that cattle numbers in those states are 2% less than given in the last census in 1954. Meanwhile, the USDA Jan. 1 estimates of cattle numbers for the same states showed a 4% increase between 1955 and 1960.

The 31 states make up about 60% of the United States cattle population. If further state census reports follow a similar pattern, the USDA annual cattle counts for the past several years will probably have to be revised downward.

The USDA uses the census each five years as a sort of base for its annual estimates. But in the meantime it gets the annual counts through estimates based on trends, slaughter, calving rates and surveys among cattlemen. In the latter category the cattlemen could help by carefully participating more in USDA periodic surveys.

Evidently our cattle inventory has not expanded as greatly as had been thought and even though in the next year or two we may see a continued increase, it is expected to be at a diminished rate.

Statisticians see possible revision that will reflect an inventory of 102 million cattle next year (the USDA count for Jan. 1, 1960, was 101.5 million).

* * *

THIS COULD BE GOOD NEWS for ranchers and feeders who have been told that the probable count for 1961 would be 105 million cattle. But we still have a lot of cattle in the country, and this means there is still need for cautious management practices.

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Angus feeders bring top money per pound!

If you feed cattle, these are your best investment for profit. Sure, they may cost you more when you buy them—for they're Angus.

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Less bone, belly and brisket

Why do packers pay more for Angus? It's really simple. Fat Angus have *less wasteful bone, belly and brisket* than other breeds. They dress out more saleable beef, primarily in the higher-priced cuts.

You see, Angus are not big-bellied, but lean middled and low set, carrying much of the weight in the preferred loin and hindquarters. The carcass is uniformly covered with fat—not patchy and wastey. The meat is fine in color and texture, and well marbled throughout—the rib eye is big and tender.

That's why retail and restaurant meat buyers pay the packer a premium for Angus beef.

Crossbred Angus in demand

Many feeders today are bidding in crossbred Angus feeders at prices near the solid Blacks. For one reason there are not enough pure Angus feeders to supply the demand. But more important, even crossbred Angus usually have less wasteful bone, belly and brisket than red or white cattle. As a result, the packer frequently pays a premium for them, too.

What about feed efficiency? Angus feeders have *size and substance and smoothness*, without being coarse and wastey. They convert grain and grass and roughage efficiently into market-topping beef. You'll find they stay on feed easily, too.

So be ahead! Breed Angus, they're naturally hornless. Feed Angus. Make more money from your investment.

Remember, they're worth more if they're Black.

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THE 'NATIONAL' At Work

PRESIDENT

The presidency of the American National is keeping Fred H. Dressler of Gardnerville, Nev., pretty much on the move these days. His recent schedule had him in San Francisco on Oct. 21 for the beef grading conference of the California Cattle Feeders Association, and in Boise, Oct. 30-Nov. 1, for the convention of the Idaho Cattlemen's Association, where he was a programmed speaker. On Nov. 10 he was slated to go to Medford, Ore., for the Oregon Cattlemen's convention, and then to attend the Nov. 11-12 meeting at Elko of the Nevada State Cattle Association. Other items on his projected itinerary called for his presence Nov. 14-15 at the industry-wide beef grading conference in Kansas City, Mo., and the 16th, also in Kansas City, for a meeting of livestock and farm groups on imports . . . Dec. 1-3, Arizona Cattle Growers' meeting, Tucson . . . Dec. 8-9, California Cattlemen's meeting, Santa Barbara . . . Dec. 10, Utah Cattlemen's Association convention at Salt Lake City . . . Dec. 12, American Farm Bureau livestock conference, Denver.

GRADING

14 organizations will be represented by speakers at the interindustry conference on beef grading in Kansas City Nov. 14-15. Talks will be made by Dean Brown, Santa Maria, Calif., chairman of the American National's beef grading study committee; Harold Breimyer, economist on the President's Council of Economic Advisors; Lawrence E. Kunkle, Ohio State University; Dr. Gladys Vail, head of the department of food and nutrition, Purdue University; Dr. Herrell DeGraff, Cornell University, research director for the American National's marketing committee.

A demonstration will be given by USDA officials on "dual grading." Representatives of rancher, feeder, packer, retailer, restaurant and purveyor groups will make statements.

BRUCELLOSIS

Chairman Robert Laramore, chairman of the American National's Brucellosis Study Committee, and Jack Wadlow, Colorado; Glen Pickett, Kansas, and Jim Connolly and Raymond Schnell, North Dakota, attended the late-October meeting of the United States Livestock Sanitary Association held in Charleston, W. Va. Chairman Laramore reported on the American National's stand which calls for an alternate method for area recertification through official calfhood vaccination. It was reported that 33 states now accept cattle from modified-certified

areas without pre-test. A resolution proposed by southern veterinarians that would put the interstate movement of cattle under federal control was killed.—Dudley Campbell.

STAFF

As always, American National staff members have numerous irons in the fire. High on the list, as the end of the year draws nearer, is activity connected with the association's 64th annual convention at Salt Lake City, Jan. 25-28. Secretary Dudley Campbell has traveled to the Utah city to work on arrangements with committees there, and Executive Vice-President C. W. McLellan has been in close touch with planning as it concerns speakers, agenda, etc. He is also a key figure in the American National-sponsored meetings in Kansas City for discussions on imports and grading, also at Kansas City in mid-November.

Included in recent travels by Lyle Liggett, information director of the American National, were trips to Florida and Idaho for the state cattlemen's conventions there, to Wyoming for two regional meetings. Next on the Liggett itinerary is a visit to Broken Bow for a Nebraska Cattlemen's meeting.

CONVENTION

With this, the November issue, we are just a month away from the official Call for Convention which will herald the 64th annual gathering of cattlemen on Jan. 25-28 at Salt Lake City. As we told you last month, the theme of this meeting will be "Marketing Our Products" and the whole subject of selling beef will be explored in depth.

There are many fine hotels and motels in Salt Lake to accommodate you near the convention headquarters, the Hotel Utah and Hotel Utah Motor Lodge. Make sure, now, that you'll be there, by writing for reservations to The Housing Committee, C/o Chamber of Commerce, Box 329, Salt Lake City 10, Utah.

TRAFFIC

In the increased freight-rate case, Traffic Manager Charles E. Blaine reports that the Interstate Commerce Commission has suspended certain increase provisions, thus giving relief to shippers between points west of the Mississippi River and the Illinois-Indiana state line and points east thereof. The bedding, loading and unloading, feeding and watering and cleaning and disinfecting charges were increased a flat amount of \$1 per car, regardless of whether shipment moves in single-deck or double-deck cars.

IMPORTS

The American National has called a meeting of national livestock, farm and other interested groups for Nov. 16 in Kansas City, Mo., as a follow-up to a similar meeting in Chicago in August to discuss the import situation.

Some Notes On

LIVESTOCK TAXATION

The goal of the National Livestock Tax Committee is to secure for the stockman the same income tax privileges as are afforded other taxpaying industries and groups—but no more.

Probably the best example of a milestone in this goal is the capital gains regulation that applies to livestock. Under this, a stockman who can clearly show that animals intended for or used in the breeding herd may get the capital gains rate on income earned from the sale of those animals. Other sales must be treated as regular income.

The capital gains feature can now be looked back upon by the tax committee as a major contribution to the livestock industry, but other attempts at equity in the tax field for the stockmen are many, with some still pending.

One is in getting for stockmen the right—provided by regulations, but now denied by the Internal Revenue Commissioner—to shift from an accrual to a cash basis in keeping records. The cash basis offers more equitable use of the capital gain provisions, and in some respects is simpler, more flexible and more practical than the accrual method. The tax committee has asked for hearings on the question of the right of a stockman to change from accrual to the cash method.

The tax committee's work includes keeping track of revenue code changes and informing stockmen and tax experts of those changes.

A simple example of this constant change is the matter of establishing salvage value for purchased or raised breeding animals. Some decisions have allowed total depreciations. Other decisions ruled that assigned salvage values must be subtracted from the depreciation claimed for the animal.

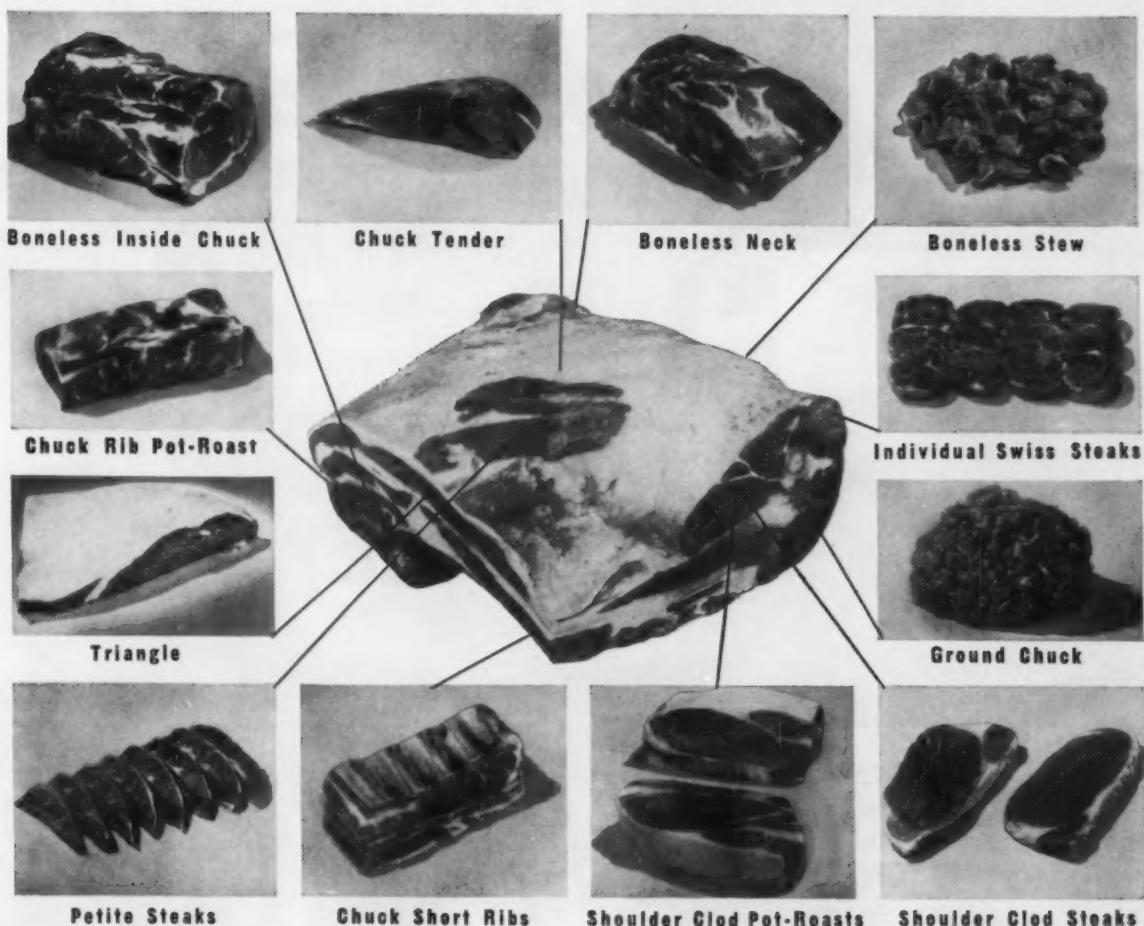
A recent case involved the valuation of cows sold with calves at side. The tax committee recommends that buyers and sellers enter into a written agreement on assignment of separate values so that the burden of proving that the allocation was unreasonable will be the government's.

Some problems become clear cut through legislation. Passed in the last Congress was a law that provides that ranchers and farmers may elect to treat as expenses not chargeable to capital account expenditures the costs of fertilizer, lime, ground limestone and other materials "to enrich, neutralize or condition" land, and the costs of applying them. This law now stops revenue agents from requiring farmers and ranchers to spread the cost over a period of time.

But a part of the code which needs clarification deals with the rancher's declaration of estimated tax. People other than ranchers or farmers who

(Continued on Page 25)

THE MUSCLE BONING CUTTING METHOD



Custom-made meat cuts are more and more the order of the day in modern America. For ease in carving and convenience in cooking, storing and freezing, boneless meat cuts are gaining in popularity. The importance of this development to the stockman is that it builds increased sales.

Not only is the livestock and meat industry providing the consumer with conveniently sized, easy-to-handle meat cuts, but cutting methods have been developed whereby the consumer gets greater uniformity in regard to tenderness.

Maintaining its tradition of working closely with meat retailers, processors, quantity food groups and others in developing techniques and methods of meeting changing consumer demands and preferences, the National Live Stock and Meat Board has produced both a publication and filmstrip outlining and illustrating a practical method of meat cutting which meets

all the requisites of custom-made meat cuts.

The publication and the filmstrip, widely distributed to meat retailers and packers, are both titled "Merchandising Beef—Muscle Boning the Chuck." While the subject matter is concerned specifically with complete instructions on applying the muscle boning method of cutting to the beef chuck, it also covers the theory and reasoning behind this method of meat cutting.

Both the filmstrip and the 20-page publication are completely illustrated with step-by-step photographs covering preliminary trimming, splitting the chuck and following through on the fabrication of a number of cuts, including chuck short ribs, shoulder clod pot-roasts and steaks, individual Swiss steaks, lean stew and ground chuck, boneless neck pot-roast, triangle roast and petite steaks, chuck tender, and inside chuck roasts and pot-roasts. The

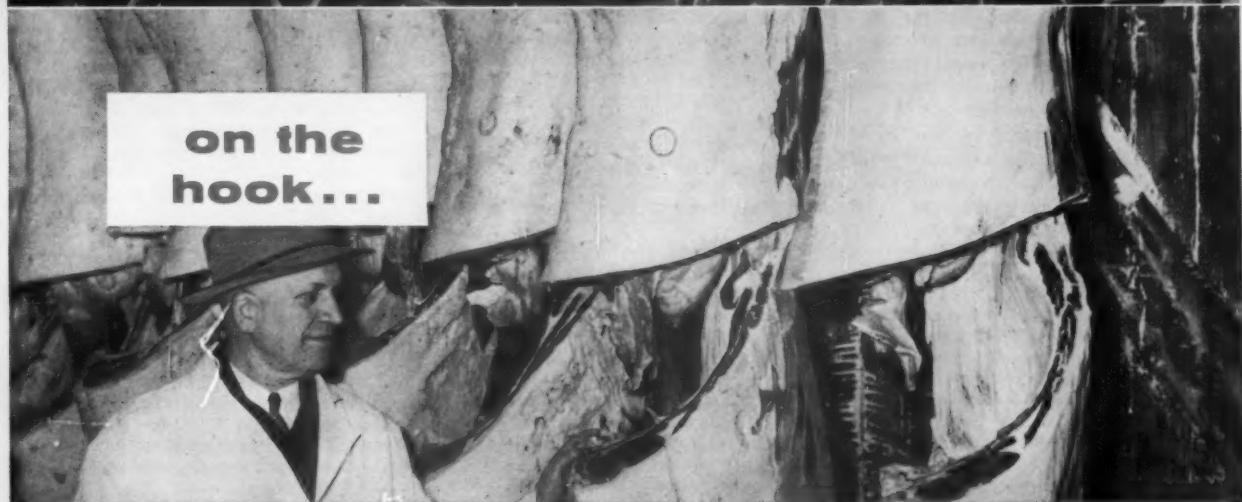
manual also includes cutting tests comparing the beef chuck bone-in cuts and muscle boned cuts.

According to the manual, muscle boning refers to dividing the meat at natural seams into boneless cuts. In the process of making these cuts, the thin meat is separated from the thick meat, and the tender cuts are separated from the less tender ones. When divided this way, each portion of the original cut can be cooked according to the method that will make it most acceptable on the table.

The muscle boned cuts can be used equally well for quantity food service and in the home. Those engaged in meat processing and distribution including meat packers, meat wholesalers, hotel and restaurant meat purveyors, frozen food locker plants, public food service establishments and meat retailers—both service and self service—have found that the muscle boning of meat offers opportunities for building increased sales and profits, according to the board.

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MEETING NOTES

ARIZONA

The Board of directors of the **Arizona Cattle Growers Association** in early October okayed a resolution disagreeing with action of the American National's brucellosis study committee which called for brucellosis recertification by official vaccination when 80% of the cattle owners owning 80% of the cattle in an area showed that all heifers retained or added have been officially vaccinated. The resolution said the board is not opposed to calfhood vaccination, "but here in Arizona we are striving for eradication, not merely control, and we are dubious as to how it would affect our status in our eradication program."

A motion was adopted opposing a requirement that all testing of cattle moving interstate be done by federal veterinarians.

Another motion called for assistance to members in getting government drouth relief, but "attention should be called to the consequences of the last drouth feed program in Arizona when some members had court cases against them for signing applications they were encouraged to sign by USDA representatives."

A well attended meeting of the **Northern Arizona Cattlemen's Association** in Flagstaff last month saw the re-election of Herb Metzger as president; Harbor Heap of St. Johns and Virgil Flake of Snowflake vice-presidents, and Bill Brechan secretary. The secretary, who is also the Coconino County agricultural agent, reported to State Secretary Mrs. J. M. Keith that in his area a listing service had resulted in sales of yearlings mostly at 19¢ and 21¢ for heifers and steers and of calves at 23¢ for heifers and 25¢ for steers. The service is working out so well that all cattle in the area, where the range situation was very critical, were expected to be gone by the end of the month.

CALIFORNIA

Construction will start soon on a feed research facility at the University of California for which members of the **California Cattle Feeders Association**, other feeders and allied industries donated initial funds. The feedmill and feeding pens will be used for research into feeding problems of the West and value of western feeds and effects of feed additives. Graduate students of animal nutrition and agricultural engineering will be trained at the center.

Members of the **Plumas-Sierra (Calif.) Cattlemen's Association**, meeting last month at Beckwourth, re-elected Joe Goss of Vinton president; Louis Maddalena of Sierraville vice-president, and Louis Genasci of Loyalton secretary-treasurer. Dr. Richard Allen of the state department of agri-

culture told the 50 persons present that Plumas County had been named a brucellosis-free area—the 35th county so designated. Diseases, weed damage to crops and the meat import situation had top priority in discussions.

FLORIDA

Louis Gilbreath, manager of the Camp Ranch at Ocala, was elected president of the **Florida Cattlemen's Association** at its convention in Tampa early in October. He succeeds J. O. Pearce, Okeechobee.

Chosen first vice-president was George Kempfer, Melbourne, with Lat Turner of Sarasota and Horace Miley



The **Florida Cattlemen's Association**, at the annual convention in Tampa during October, elected Louis Gilbreath, Ocala, left front, as president. He succeeds J. O. Pearce, Okeechobee, standing, right. New first vice-president is George Kempfer, Melbourne, standing left. At right front is Arthur Higbie, Kissimmee, new executive vice-president.

of Lithia named second vice-presidents. June Gunn was reelected secretary; O. L. Partin, treasurer, and Arthur Higbie was named executive vice-president. All are from Kissimmee.

The Floridians made plans for inviting the American National to Florida in 1962 and passed resolutions asking for greater enforcement of sanitary inspections on incoming livestock, for support of a voluntary deduction for beef promotion, for improvement of market news reporting and distribution, and for a coordinated campaign of landowner groups to secure more equitable land taxation. A resolution recognizing the state's continuing water drainage problem also asked state road officials, railroads and county commissioners to study natural drainage before undertaking construction.

Florida women also formed a state-wide CowBelle organization to be affiliated with the American National CowBelles. Mrs. J. B. Smith, Pawhuska, Okla., National president, was on hand to witness the election of Mrs. Bob F. Deriso, Tampa, as president, and Mrs. Donald M. Bain, Riverview, first vice-president, of the new group.

NEW MEXICO

Meeting early in September at Silver City, members of the **New Mexico Cattle Growers Association** in quarterly session adopted a resolution which asked that the Forest Service permit greater grazing use of its land in wilderness areas in order to prevent overgrowth of grass and brush—a fire hazard; another which urged corrective action in connection with increasing imports of beef and other meats.

NORTH DAKOTA

In **North Dakota**, a state brucellosis committee has been formed to serve as an advisory group to state and federal regulatory officials. Chairman is Clark J. Jenkins. At the organizational meeting, a livestock producer sponsored program was presented for discussion. Points of the plan included 100% calfhood vaccination of all eligible heifers going back to the country or remaining in the state; use of lay technicians for vaccinating and testing; an accelerated program for recertification of counties and state.

At a Sept. 21 meeting called by the **Greater North Dakota Association** for a discussion of brucellosis problems, the majority opinion was that 100% calfhood vaccination is the best way to control and eventually eradicate the disease.

SOUTH DAKOTA

The **Long Pine Stock Association** held its annual meeting Oct. 11 at Camp Crook, S. Dak. Frank Latham of Camp Crook was re-elected president; Milo Kennedy vice-president, and Bonny F. Padden, Camp Crook, secretary. Discussion centered around range management and range conditions, and the problem of overpopulation of white-tail deer.

TEXAS

Directors of the **Texas and Southwestern Cattle Raisers Association** last month authorized establishment of a feeder committee, members to be named by President Dolph Briscoe, Jr., in the near future. Said Briscoe: "We feel this committee can be of much service to the feeder and is a worthwhile addition to services now being performed by the TSCRA." The directors were attending a quarterly meeting at Tyler.

GENERAL

The 38th National **Agricultural Outlook Conference** will be held Nov. 14-17 in Washington, D. C. Economists will discuss the national and international

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economic outlook, United States economic relations with foreign countries, agricultural trends and the immediate outlook for agriculture.

About 7,100 persons attended the 55th meeting of the **American Meat Institute** at Chicago in September. George W. Stark of Indianapolis was elected to his fourth term as chairman of the board and Homer R. Davidson to his fourth term as president. All other officers were also re-elected.

A resolution adopted at the **Southern Governors' Conference** in Hot Springs, Ark., in late September called for import quotas in cases where excessive imports are damaging domestic economy and opposed further trade concessions under the General Agreement on Tariffs and Trade at Geneva on "any commodity unfairly affected by excessive imports."

A resolution adopted by the International Association of **Game, and Fish Conservation** Commissioners, meeting in Denver recently, calls for an amendment to the Taylor Grazing Act to "provide clear-cut authorization to administer the public lands for the benefit of all segments of our American society and all resources represented on these lands, including livestock, game animals, recreational needs and water production." The resolution also asked that "the Bureau of Land Management advisory board be broadened to include representation of all segments of our society interested in these multiple uses." The American National has alerted state association officials and members of the American National's land committees.

American National meeting: Salt Lake City, Jan. 25-28.

THE PUBLIC... AND YOU

BY
LYLE LIGGETT

Did you ever think of a bricklayer as a public relations man?

That's exactly what smart, alert and solid public relations amounts to: brick laying . . . one at a time.

You wouldn't build a barn without a solid foundation. You wouldn't think of stringing a property-line fence without first obtaining firm agreement from your neighbors. You'd hardly consider running for office, conducting a fund raising campaign or seeking support for a civic improvement without first lining up your friends and assessing your enemies.

A trite phrase describes it: "putting the ducks in a row."

And that perhaps is the biggest reason for the being that is the philosophy and the technique of public relations. Many of us don't need to hang a tag on it or label it—we just do it . . . building solidly for the future, checking and double checking so that nothing can go wrong.

But others of us often are guilty of "sluffing" over the "little details", of "thinking big" instead of checking for the marble that'll send us head over heels.

Agriculture is about as complex as any economy, industry or society could be. "4,000,000 farmers equal 4,000,000 ideas" is not just a joke; it's

a serious, sincere recognition that 4,000,000 individualists can be wrong—or right—4,000,000 times!

Whether you call it public relations or not, no major undertaking of the cattle industry must be launched before all of the pros and cons . . . especially those cons . . . are considered.

How many of us now recognize programs which started with a flourish but which stuttered, faltered and failed because the proponents did not recognize the need to carefully assess their friends, and their enemies?

When backers of a particular scheme crash with a bang they are prone to blame somebody else: "Those range-men" . . . "those feeders" . . . "those dairymen" . . . "those marketmen" . . . "those packers" . . . not realizing that they have only themselves to blame for not having enlisted—yes, persuaded with all their public relations wiles—the support of others who had a direct or indirect interest in the proposition.

Everybody gets "egg on his face" when all this has to be threshed out in public . . . after the public had been sold on the idea that the original program had the "support of the entire industry."

You'd be surprised how a closed-door, exploratory, bricklaying session shapes up as public relations with a capital P and R! And how P stands for Preparedness and R for Reality!

Giving Credit Where Credit Is Due

The "Look Who's Talking" story on Page 22 of the October Producer was credited to "The Right Hand" periodical. This credit line was correct, but we should have added that our immediate source of the story was Jack McCulloh's South Dakota Stockgrower magazine.



Clair Michels, secretary of the North Dakota Stockmen's Association, has taken us gently to task for showing the kind of feeder cattle from North Dakota that we pictured on Page 24 of the September Producer (see left-hand shot.) Sure, he



says, they have some like that in his state—all states do—but he thinks it's only fair to show some typical North Dakota feeders in the picture at right. We're glad to present the evidence that the Sioux State does have quality.

The MARKET Picture

Feature of cattle trade late in October was the rapid and rather sudden turn toward strength in stocker and feeder prices. Yearling steers and heifers turned strong to fully 50¢ higher, instances \$1 up on fleshy steers weighing above 800 lbs. Calves, which had been the slowest moving item on the list so far this fall, turned active and prices jumped \$1 to \$2 in some areas.

Some of the factors contributing to the expansion in demand included good prospects for winter wheat pasture, which pushed demand for lightweight calves and yearlings, and a noticeable expansion in demand from Corn Belt feeders.

Apparently a large number of Corn Belt feeders finally reached the "mood" to buy cattle all at one time—a condition not unusual in past years. It has often happened that farmer-feeder type of buyers wait until their crops are harvested or at least assured of maturity before making a decision to buy cattle for next year's feeding.

All this happened despite a continued depressed dressed beef trade, although slight improvement developed at eastern beef consuming centers. On the

other hand, West Coast beef markets continued under pressure with an ample or even surplus supply of beef being produced. In fact, some reports indicated that a limited amount of heavy steer carcasses were moving eastward from California points and even a few loads of live cattle were reported moving in the same direction. Consequently, the normal pattern of beef moving both east and west out of intermountain and midwestern packing centers was disrupted. Beef shipments from east to west were largely confined to cow beef, with the bulk of steer and heifer beef having to find outlet to eastern or southeastern consuming centers.

Inspected shipments of stocker and feeder cattle into the Corn Belt states showed a reduction of 9% from last year during September, and for the July-September period figured 13% less. In addition, for the first six months of 1960, shipments into the same area were down 11%.

This consistent decline in numbers moving to the Corn Belt should indicate an expected reduction in fed cattle marketings in that area sometime in the near future, but to date such reduction has not materialized. In addition, weekly inspected cattle slaughter continued to run 15 to 20% above a year ago and there is no indication that cows are making up any more than their normal share of this increase.

The cattle-on-feed survey shows some encouragement toward reductions in future marketings as to the Corn Belt area alone. Over-all numbers on feed were reported at 1% above a year ago, due entirely to continued expansion in the West. The Corn Belt area showed a 5% reduction in numbers. Iowa, the leading state, failed to show a reduction, having about the same number as a year ago. Nebraska, the second largest feeding state in the Corn Belt, showed a 10% reduction and Illinois was down 12%.

The western states, which continue to grow in volume of feeding, had an increase of 13% over a year ago. California showed a 20% increase, Colorado 18% up and Texas up 13%. As of Oct. 1, the western states had 33% of the reported total numbers on feed; this compared to 30% of the total in that area a year ago.

Western ranges had the smallest amount of fall and winter grazing available since 1956, but conditions varied considerably by areas. Generally, the central and southern plains were well above average, with good prospects for wheat pasture. Areas below average included parts of Montana, Wyoming, Idaho, Utah, Nevada, Arizona and California. The Pacific Northwest was not much changed from the long-term average.—C. W.

REMEMBER: SALT LAKE CITY — JAN. 25-28!

First, 1955.

13th Annual.

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January 3-4-5-6-7, 1961

7th Annual Register of Merit Hereford Show and Alan Feeney Memorial Hereford Show

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OPEN FAT STEER CLASSES

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JUNIOR AND OPEN CLASS FAT STEER AND FEEDER STEER SALES, JAN. 6TH AND 7TH

Arizona State Fair cooperates by contributing its competitive beef cattle premiums.

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FOREIGN NOTES

AUSTRALIA

Australian cattle slaughter during 1959-60 was down about 17% from the level of the previous year which was a high-slaughter year. Beef production was 695,000 long tons for 11 months ending May 1960 compared with 821,000 for the corresponding period a year earlier.

The leather industry in Australia is faced with a hide shortage as a result of reduced cattle slaughter. Tanners there have even made purchases in New Zealand.

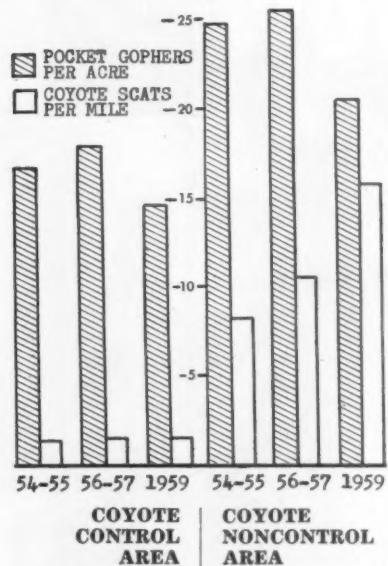
* * *

During the year ending June 1960, the United States for the first time replaced the United Kingdom as the largest buyer of Australian beef, veal and mutton. Exports of beef and veal to the United States from Australia increased 53% during the year to 196.8

Study Shows Coyotes Do Not Control Gophers

There was a mistake that puzzled readers in the captions under the graph on Page 7 of our October issue in the "Of Gophers and Coyotes" story. The longer bars in that graph should have been captioned "noncontrol area" and the bars to the left "control area". They are correctly identified in the reprinted graph below. This was the editor's mistake and not the authors'.

In case you did not read the story, you'll be interested to know that in the area studied there was no correlation between numbers of coyotes and pocket gophers and that coyotes did not control pocket gophers.



Comparison of numbers of pocket gophers per acre and coyote scats per mile on study areas in Gunnison County, Colo.

million pounds. Shipments to the United Kingdom declined 45%. Mutton exports to the United States were down 7% but still 69% above shipments to the United Kingdom.

CUBA

On Sept. 23, following observation in the Cuban packing industry by USDA representatives, it was determined that Cuba's inspection program did not insure exportation of only clean wholesome meat products to the United States. Imports of meat from Cuba were therefore banned. The United States imported 2.4 million pounds of beef from Cuba during 1959; 251,000 pounds the first seven months of this year.

URUGUAY

The Uruguayan government has appointed five veterinarians to draft a law to help fight foot-and-mouth disease. (Argentina was reported—in the Sept. Producer—as moving ahead on a national front to get rid of foot-and-mouth.) European importers of meat are becoming more concerned about new introductions of the disease from Uruguay and other South American countries where it is so widespread.

COLOMBIA

Colombia is planning to permit the exportation of cattle and beef, mostly to neighboring countries. The action represents a change in the government's attitude that there were not enough cattle to meet domestic needs and that exports would unduly raise prices. "Fat" cattle are now selling there for about \$15 a cwt. Crossbred feeder cattle, three years old, are selling for about \$110 a head.

ITALY

The ban Italy imposed last June on imports of live hogs and some other hog products has been extended to the end of the year. The ban was put into effect following complaints by domestic producers that imports had caused prices to decline sharply. However, even with the ban, prices for live hogs dropped while retail prices for pork continued to rise.

SCOTLAND

A new method of tenderizing meat has been developed in Scotland. Meat is first dehydrated by "accelerated freeze drying", then soaked in tenderizing enzymes. The new method is expected to be used in production of frozen prepackaged meat and meat food products.

RUSSIA

In a list giving a comparison of United States with U.S.S.R. prices in terms of time worked in Moscow vs. New York, U.S. Bureau of Labor statistics show that one pound of roast beef cost 21 minutes of the New York worker's time as against one hour and 22 minutes of the Moscow worker's time.

NICARAGUA

This country is launching an \$8 million program to get away from a two-crop economy—cotton and coffee. The national bank recently negotiated a loan through the Export-Import Bank in Washington to carry out a "crash" program for developing a Nicaraguan cattle industry.

JAPAN

The government of Japan has authorized the purchase of 2,300 metric tons of beef and 2,700 metric tons of pork, according to USDA.

\$15 Million Spent So Far for Ground Beef

On Oct. 26 the USDA bought 3.1 million pounds of frozen ground beef for school lunches. Price paid ranged from 39.41 to 39.90¢ a pound. To date more than \$15 million has been spent for such purchases since the start of the program Aug. 19.

Exports of Tallow and Grease 73% of World Trade

In an article on exports, the Western Livestock Round-up says that last year the United States furnished 73% of the tallow and grease involved in foreign trade. U. S. meat packers, says Round-up, received approximately \$8.25 for the tallow, grease and oleo oils yielded by a 1,000-lb. steer, with the hide worth from \$6 to \$9, depending on its quality.

Feed Values

Colorado State University Extension Service says that usually in the past grains have cost more per pound than hay. But this isn't the case this winter in Colorado. At present, says the service, ear corn is about the same price as alfalfa or meadow hay. Corn cob meal has more nutrients per pound than the same amount of alfalfa or meadow hay.

Feeding values of various feeds are given as follows (in percentages):

Feed	Total Dry Matter	Digestible Protein	Total Digestible Nutrients
Alfalfa hay	90.5	10-12	51-52
Meadow hay	88.0	6-10	50-51
Grass in pasture	90.0	1.6	36.6
Oat straw	89.7	.7	44.7
Wheat hay	90.4	5-10	46.7
Wheat straw	92.5	.3	40.6
Milo stover	91.0	1.1	48.7
Ground			
ear corn	86.1	5.3	73.2
Barley	90.3	10.8	73.2
Milo	89.4	10-12	80.1
Ground milo head	90.1	7-10	76.5
Beet molasses	80.5	4.4	60.8

CSU Expert Suggests Culling of Open Cows

An open (non-pregnant) cow is a liability in a commercial beef herd, except in very unusual circumstances, says Dr. H. H. Stonaker, animal husbandman with the Colorado State University agricultural experiment station in Fort Collins. He pointed out that with the high prices of winter feed it is almost impossible for an open cow to catch up with the lifetime production of her bred sisters. His research has shown that a heifer open as a two-year-old must produce calves averaging 34 pounds above those of a bred two-year-old in her remaining years to make up for the skip in production. Pregnancy testing by trained veterinarians has proved very accurate at CSU, according to Dr. Stonaker.

U.S. May Be Top Hide Exporter Again in '60

The USDA magazine "Foreign Agriculture" says that by the end of 1960 the United States may again become the world's top exporter of cattle hides and calf skins; it has stood at the top only twice before—most recently in 1957. Exports so far are well above those of 1959, and with cattle and calf slaughter up and average hide prices down it appears total exports for the year may be near the 1957 level. Except for 1955 and 1957, Argentina has been the world's top supplier of bovine hides and skins for many years.

Per Capita Meat Use

	Pounds			
	Beef and veal	Pork	Lamb, mutton and goat	Total
Uruguay	181	17	36	234
Australia	119	21	87	234
New Zealand	99	34	89	222
Argentina	135	14	17	166
United States	87	68	5	160
Denmark	53	91	1	*147
Canada	72	58	3	133
Paraguay	134	—	—	134
United Kingdom	47	44	26	131
France	60	53	6	*124
Germany	42	67	1	*111

* Includes horsemeat, in addition to other types shown.

Beef Carcass Quality Dependent on Feeding

A University of Minnesota animal scientist has told a group attending the recent Animal Nutrition and Health Short Course that carcass quality of beef is definitely affected by methods of feeding and kinds of feed utilized. Studies are made largely in connection with carcass grade, which is related to fatness and that in turn to juiciness and tenderness. O. E. Kolari brought out that recent research has shown cattle fed for longer periods usually grade higher in the carcass than short-fed cattle on similar rations; those fed in a drylot tend to grade higher than those fed on pasture. For best carcass quality, protein content of cattle rations should range between 9½ and 11%. Especially with younger cattle, full feeding of grain usually results in higher grades than limited grain feeding. Effect of fat content in feed has not as yet been determined. Feed additives at proper levels have little effect, if any, on quality of carcass.

Colo. State U. Releases Film on Great Plains

"The Restless Plains" is a 16 mm sound-color motion picture just released by Colorado State University to depict problems of the Great Plains—the nation's breadbasket. The 600,000 square miles involved can make a man rich in a hurry—or blow, erode, flood or haul him into economic oblivion just as fast. The film is available for free showing; bookings may be obtained from Audio Visual Service, Colorado State University, Fort Collins.

Glacier Peak Area Classified Now as Wilderness Area

The Forest Service recently established the Glacier Peak Wilderness Area in Washington. The land was formerly classified as primitive and embraced 422,000 acres. Under the new designation the area takes up 458,505 acres.

America's Outstanding LIVESTOCK EVENT
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World's Largest Carload Bull Show
Peak condition, top blood-lines of major breeds. Ready-for-service. Carloads
and less-than-carload lots.
Judging Jan. 14 and 15 . . . Sell at private treaty

West's Largest Show of Breeding Cattle
Registered Herefords, Polled Herefords, Angus and Shorthorns in both show and
sale classes. The pick of outstanding producers the nation over.
Ask for schedule of events showing judging and sales dates.

America's Finest Feeder Sale
Over 200 carloads in all breeds. Steer and heifer yearlings and calves. Top
gainers ready for feedlot operations.
Judging Jan. 16 and 17—Sell at auction Jan. 18—(Non-entered feeders sell Jan. 19)

ENTRIES CLOSE DEC. 1 for breeding and junior show classes
(Carloads in Stockyards by Dec. 15)

NATION'S LARGEST HORSE SHOW
QUARTER HORSES, ARABIAN, PALOMINOS & APPALOOSAS at halter and in per-
formance classes. Entries close Dec. 1 for halter class; Dec. 15 for performance class;
Quarter Horses sell Jan. 16; Appaloosas, Jan. 20.

**HURRY! Entries close December 1st. Make your reservations
NOW for 1961's first major livestock show and sales event.**

NATIONAL WESTERN stock show

Willard Simms, General Manager, Stockyards Station • Denver 16, Colorado

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18 Spectacular Arena Events

The Nation's First Major Livestock Event of 1961
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AMERICAN NATIONAL

VOL. 8, NO. 11
NOVEMBER, 1960



CowBelle CHIMES



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SECRETARY-TREASURER—Mrs. Clara Hughes, 1700 NW 22nd St., Oklahoma City, Okla.

EDITOR—Mrs. Dorothy McDonald, No. H-8, 303 N. 47th St., San Diego 2, Calif.

President's Message

Have you ever been to Florida? Well, I have—for a short 2½ days. I am delighted to tell you that at the annual convention of the Florida cattlemen held in Tampa on Oct. 5-7, the Florida State CowBelles were officially organized. The local Hillsborough County and Citrus County CowBelles groups were wonderful hostesses. Mrs. Bob F. Deriso, P. O. Box 415, Tampa, was elected state president; Mrs. Donald Bain, Riverview, first vice-president, and Mrs. W. F. VanNess, Inverness, secretary-treasurer. We all join in welcoming this fine group of ladies to the American National CowBelles.

Another treat for me in October was the opportunity to visit again with the Missouri CowBelles at their annual luncheon and business meeting in Kansas City on Oct. 19. This group has been very active in beef promotion with booths at fairs, purebred sales, feeder-calf and community sales where they served beef candy and beef bread. They were also invited to serve the beef candy and beef bread at the Western Mercantile's coffee hours during the American Royal. Congratulations to these enthusiastic 'Belles.

As this is November and crisp fall days are with most of us, I'm sure you are thinking ahead to Christmas. Why not make some of our good ranch beef bread and beef candy for Christmas gifts? You could also make the beef dip—and the beef brownies are mighty good, too. Be sure to include the recipes with your gifts, for everyone wants them. The National CowBelles are continuing to promote beef for Christmas gifts. The National Live Stock and Meat Board, Chicago, and Mrs. Earl Morrell, beef promotion chairman, Dunn Center, N. Dak., have suggestions for you.

The CowBelles' revised and enlarged "Roundup of Beef Cookery" cookbook is now in the Denver office. It contains 400 tested recipes for everyday use, company recipes, budget-wise suggestions, barbecues, cook-outs, recipes of foreign origin, section recipes of the United States as well as information on the selection, storage and preparation of beef. It retails for \$3.95, postpaid, and we are sure you will want several to give for Christmas gifts.

Send your order now to the Beef Cookery Committee, American National CowBelles, P. O. Box 1005, Porterville, Calif.

Convention-time will soon be here—Jan. 25-28—and I hope you plan to accept the warm and cordial invitation from the Utah CowBelles to meet in Salt Lake City. I am looking forward to seeing you there. . . . If you have any suggestions for the budget or by-laws committees, or any names to recommend for the board of directors, please send your information to the following committee chairmen: Budget, Mrs. John Guthrie, Box 688, Porterville, Calif.; By-laws, Mrs. N. H. Dekle, Rt. 2, Box 440, Plaquemine, La.; Nominating, Mrs. James K. Haley, Mountain View, Okla.

Betty Smith, President

THROUGH A Ranch House Window

By DOROTHY McDONALD



Mrs. McDonald

November brings a slowing down of ranch activities and of the gardening, picking and preserving chores that crowd a ranch wife's days in late summer and early fall. Now, more than at any other season of the year, the family has time to draw breath, to take stock, to count the gains of the year that is ending and to plan for the one to come. It is not chance that this is Thanksgiving month! For who could walk abroad on his own place in this free land on a crisp November day and not find cause for thanksgiving?

And this November of 1960 as we Americans go freely to the polls to choose a new President only days after the Russian leader's mask-off performance in the U. N. and Red China's and Castro's latest "Hate America" campaigns, we have an extra cause for thanksgiving. Though some of us will be pleased that our candidate won . . . and some of us disappointed that ours did not . . . the important thing is that the choice was ours.

As I write these lines, I do not yet know who our next President will be. But I am sure that, though each of us may have voted according to our own beliefs, our own traditions . . . our own prejudices, even . . . (and that's as it should be in a free country) . . . we are united in a citizenship that transcends party lines.

We still are free . . . free people in a free land. No one on earth could be luckier.

* * *

A note from our Public Relations Chairman Azile Garrison and an item in a recent PR Corral, Lyle Liggett, director, remind us that for the sixth year Farm-City Week will be celebrated Nov. 18-24. The purpose of this program is to bring about a better understanding of and appreciation for the American way of life through a realization of each other's problems by city and rural people, acceptance of individual responsibilities of citizenship, and of the dependence of all people upon the fruitfulness of the good earth.

Although Kiwanis International acts as coordinating agency, it is not purely a Kiwanis project. It is basically a local community project, and one in which the cattlemen's and CowBelles organizations can well have an important part.

Each of us can celebrate it in a small personal way this year, even if our own community has no special plans, and next year maybe we can do a bigger and better job of it. Bulletins and "how-to" instructions are available simply by writing to National Farm-City Week Committee, Kiwanis International Bldg., 101 East Erie St., Chicago 11. It's just the right time to send for yours so your community can really celebrate Farm-City Week in 1961.

* * *

Such nice letters from so many of you this month . . . and a wonderful packet of beef promotion material from Mrs. Earl Morrell, our beef promotion chairman. I had no trouble finding a "home" for several handsome big posters and charts in markets and at meat counters in my own immediate neighborhood —where I hope and am confident they'll do some silent but effective beef promoting—and I'll share some of the recipes with you from

time to time as I find space for them. You've no doubt noticed some changes in our pages this month? We hope you like them. And, don't forget, we always welcome suggestions on how you think we could improve our coverage of CowBelle activities.

I've just learned that Dora Wisner, mother of Mrs. Ross Haase, passed away at her ranch home near North Platte, Nebr., in October. I know the many CowBelles who remember Mrs. Haase as our charming and busy secretary-treasurer in 1957 will join me in extending our sympathy.

AT HOME ON THE RANGE

Holiday times are traditional times, and if yours is a family that has roast turkey with oyster dressing and giblet gravy for Thanksgiving dinner, nothing I could say will change your menu for the day. And that's the way it should be; the sense of family solidarity that comes from having all the children—and their children—home for Thanksgiving, and of sitting down to the same kind of dinner they remember from their childhood days, is a part of that deeply-rooted sense of security that underlies a patriotic regard for our country. No one would change it if they could! But with our diet-conscious younger generation, even the most loyal son or daughter is likely to balk at the rich, high-calorie desserts that add unwanted pounds and only too often lead to an up-all-night-with-a-stomach-upset youngster.

So perhaps you too are interested in lighter but still festive desserts to top off that Thanksgiving feast. If so, you may enjoy this unusual party-pretty Cranberry Pie. Rich enough to be served in tiny wedges, it can be prepared in advance and its sharp, sweet flavor makes a perfect dessert.

FROSTY CRANBERRY AND ORANGE PIE

Bake and cool an 8-inch pie shell. Fold 1½ cups of Cranberry Orange Relish (recipe below) into 1 pint of softened vanilla ice cream (or iced milk for a lower-calorie dessert). Pour mixture into pie shell and freeze until firm. Just before serving, top with whipped cream or whipped dry milk and garnish with a few bright red cranberries.

CRANBERRY ORANGE RELISH

Put through coarse blade of food chopper:

4 cups (1 pound) fresh cranberries
2 whole seeded oranges, including rind
Stir in 2 cups granulated sugar. Chill for 5 or 6 hours or overnight. Makes about 2 pints of relish.

Use part of this in your Frosty Pie, and serve some as a relish with meat or turkey—it's a delicious change from pickles, apples sauce, cranberry or mint jelly, and stored in a covered jar in the refrigerator it will keep for a long time. Though it's so good it probably won't last a week.

If your company doesn't eat it all up during the Holiday, try a teaspoonful or two as dressing on plain cottage cheese and lettuce salad. It's very good.

And now . . . a happy and a truly thankful Thanksgiving to you all.—D.M.

National Convention Salt Lake City, Jan. 26-28, 1961

(A note from Mrs. Hugh W. Colton of 57 North 2nd West, Vernal, Utah, chairman of the Ladies' Luncheon and All-Leather Style Show, brings the following information on that swiftly-approaching event:)

FLORIDA COWBELLES ORGANIZE

Mrs. J. B. Smith, American National CowBelle president (center), was on hand in Tampa, Fla., early in October to witness the formation of the newest state CowBelle group. Elected to head the Florida CowBelles was Mrs. Bob F. Deriso, right, of Tampa. Mrs. Donald M. Bain, Riverview, left, was chosen first vice-president.



The luncheon will be held in the Terrace Ballroom on Thursday, Jan. 26. We plan to have a smorgasbord, hoping the ladies will enjoy choosing their own food after so much set before them at the breakfasts, dinners, etc. Then the Tanners Council of America, Inc., of 411 Fifth Ave., New York, will put on an All-Leather Fashion Show (the first in the U. S. as far as we can determine), using CowBelle models. We are still waiting to learn the proportionate sizes and then will contact state presidents for models. We expect to have the most beautiful models in the country! We've heard, via the grapevine, that prizes of leather will be awarded during the afternoon.

It has been suggested I say something about the weather and mention places of interest.

First, the weather: It will probably be cold. Bring your fur coats and all your sweaters; you may need them. Actually, those of us who live here don't think the weather so bad, because it is a dry cold. And Salt Lake City is lovely in the wintertime with all its neon lights and the beautiful white snow.

Points of interest? There are many. Some may choose to go skiing or dancing. Many will want to avail themselves of the opportunity to hear the Mormon Choir recital. Some may want to drive to Bingham ore mines. Free bus service is going to be run between convention hotels, with side trips to the University of Utah, Temple Square, Pioneer Relic Hall and other interesting areas. For those who plan to do some shopping, there's the ZCMI, Makoff's, Auerbach's and other fine stores. Most of these are within walking distance of convention headquarters in the Hotel Utah.

Salt Lake City and the state of Utah are happy to have you all coming . . . we'll do everything we can to make you welcome. Oh, yes, one other thing—we do not always have snow in January. But we will in 1961 if you want it!

**Mary Wente Colton, Chairman
Ladies Luncheon and All-Leather
Fashion Show.**

REVISED COOKBOOK

The new cookbooks, Round-Up of Beef Cookery, are going to be about two weeks later than we thought when we sent out the notices with the Year Books. They were to be shipped from the bindery on Oct. 15, but I have just received notice they will not be shipped until Nov. 1. We have already received orders for several hundred books, and a letter from Marian Guthrie informs us that more are coming in. **We will fill orders as soon as books arrive.**

We urge the states to get their orders in promptly so they can be filled before the Christmas rush. As you know, this new revised book sells for \$3.95.

**Yodie Burghart, Chairman
Revised Beef Cookbook Committee**

DEADLINE EXTENDED

Selection of four judges and extension of the deadline for the CowBelles' Public Relations contest were announced recently by Mrs. William Garrison, Glen, Mont., chairman.

The deadline has been extended to Dec. 1 to accommodate several groups with activities culminating in late November.

Judges for this second contest will be outstanding public relations executives:

Paul Cain, the Cain Organization, Dallas; Richard Kathe, president of Agricultural Relations Council (the association of farm-group and agri-business PR specialists) and public relations director of the American Feed Manufacturers Association, Chicago; Arthur Tholen, Denver, Colo., western manager for Dudley-Anderson-Yutsey; and John Van Zant, public relations executive for J. Walter Thompson Company, Chicago. (Cain and Van Zant, incidentally, have been advisors for the Texas and National Beef Councils, respectively.)

Mrs. Garrison said last minute entrants could obtain entry forms by writing the American National, 801 E. 17th Ave., Denver 18.

By this time the entry forms should be available in your leather craft shops and hobby stores, or from state and local CowBelles. They also may be obtained by writing "Leather Exhibit," 801 East 17th Ave., Denver 18, Colo.

Items will be judged on suitability for award or prize use, originality of design, and of course upon potentialities as a commercial seller. The CowBelles believe that in sponsoring a leather exhibit they are providing a meeting place for those who produce leather articles and those who are in a position to purchase and use them for awards, gifts, etc. It is also our hope that such an exhibit will inspire designers and manufacturers to broaden their scope and thereby enlarge the market for lasting, luxurious leather gifts.

Although not a great amount in relationship to the total value of an animal, the price of a hide could mean the difference between profit and loss. So an effort of this kind, stimulating interest in yet another of our products, should be a natural project for CowBelles to develop over the years.

Mr. Irving Glass, New York City, who is executive vice-president of the Tanner's Council of America, has volunteered to help us. To him, to state presidents and already-appointed leather exhibit chairmen and committee members throughout the country, and to all the CowBelles who will help to make this 1961 exhibit the first of many successful ones to come, my thanks!

Ida Mae Atchison, Chairman
Leather Exhibit

Rewarding Leather Awards Contest

Outstanding leather work will be recognized at the CowBelles' National convention in Salt Lake City in the nation's first exhibit devoted exclusively to items made of leather.

Using the theme, "Awards of Rewarding Leather," the exhibit will seek for new ideas in the use of leather for prizes, special gifts, awards at various events such as sports tournaments, stock shows and contests.

Entry in the exhibit is open to both amateur and professional leather designers and craftsmen, with awards of merit being made in separate categories. Judges will come from the field of art and the livestock and leather industries. The exhibit will be a feature of the Jan. 26-28 meeting, and deadline for entries is Jan. 21.

It may be practical and desirable to have a leather exhibit in your own community or state, using articles that have been entered for the National exhibit. For instance, if the Arizona entries could be shown during the Arizona National Stock Show in Phoenix in early January, it might stimulate a great deal of interest not only in leather but in the Arizona CowBelles. The articles shown, possibly in a downtown store window, could then be sent together to Salt Lake City in time to meet the Jan. 21 deadline.

Here and There With the CowBelles

COLORADO

Mr. Robert Atkinson of the Fremont County Game and Fish Protection Association and Senator Cook were guest speakers at the October meeting of the Fremont County CowBelles. After these gentlemen had explained Amendment No. 3 the organization donated \$50 to defeat this undesirable amendment. The group was happy to learn that Mrs. State Goodwin is improving after a severe illness and regretful that she was unable to continue to serve as historian.

FLORIDA

At their convention in Tampa in early October the Florida CowBelles organized and became the 24th state group to affiliate with the National. Officers elected were Mrs. Bob F. Deriso, Box 415, Tampa, president; Mrs. W. F. VanNess, Inverness, secretary-treasurer; Mrs. Donald Bain, P. O. Box 84, Riverview, first vice-president. We are all happy and proud to welcome them!

On Sept. 15 the Citrus County CowBelles, second local group in the state, was organized in Lecanto. On hand to welcome this new organization were Mrs. Bob Deriso and her husband, Mrs. Nelson Barket and Mrs. Sac Diaz, of the Hillsborough CowBelles, first group in the state. Officers elected to serve the Citrus CowBelles are Mrs. W. R. Kabrich, Jr., Floral City, president; Mrs. W. F. VanNess, Inverness, vice-president; Mrs. James Rooks, Floral City, secretary-treasurer.



Oklahoma Fathers of the Year have formed a club and meet once annually at one of their homes. They bring all the family. They met in 1959 with John Ruth, Oklahoma and National winner. In August of this year they met in the home of Benny McElyea, with 27 present. Benny broiled steaks for the crowd in the back yard. Next year they plan to meet with J. S. Holmberg of Erick, and the next with 1960 winner Jim Smith in Union City. Shown here in the den of the McElyea home are (l. to r.) John Ruth of Kingfisher, J. S. Holmberg of Erick, Jim Smith of Union City and B. H. McElyea. Mr. Ruth and Mr. Holmberg each have three children, Mr. Smith is the father of six, and the McElyeas have four youngsters, all adopted.

MONTANA

The Beaverhead County CowBelles' project for the welfare of their community this year is one that should promote fine public relations with their neighbors. On Sept. 23 they presented to the Beaverhead Laboratory a \$1,600 Spinco Ultramicro Analytical System, the newest and most advanced machine for performing blood chemistry analysis with the greatest ease, speed and accuracy. Financed through individual dues, a statewide raffle and the serving of beef stew by members at the Dillon Hereford Show in October, this is a worthwhile and ambitious project for this active group.

With men getting hungry during activity at the Glasgow Livestock Sales ring and a restaurant strike going on, the Valley County CowBelles came to the rescue. They served hot beef sandwiches.

California's CowBelles, represented by their president, Mrs. Frank Giorgi, awarded a \$100 scholarship to Deanne Durlin of Orange in September at the Los Angeles County Fair. Awards have been presented the past five years by the group to outstanding 4-H girls. Miss Durlin, left, with Mrs. Giorgi, was chosen on the basis of 4-H projects. Her Hereford steer won second at the Pomona County Fair.



Grand Mesa (Colo.) CowBelles placed first with their float entry this fall in the parade at the Cedaredge Harvest Festival. The float used an election-year idea to campaign for beef. Some of the ladies in the "campaign special" wore their official red satin shirts and rode fine horses, while others wore papier mache heads fashioned to resemble steers and heifers and carried standards bearing catchy slogans: "Vote for Beef," etc. On the rear platform of a locomotive built on a jeep sat a member wearing a bull's head with a tall black hat and black dress coat. Here the sign read, "Our Candidate, Mr. Beef," and "I'm Registered, Are You?"

wishes at ringside. . . . Montana CowBelles have come out with a new booklet called "Introduction to Beef Education," which is part of their initial work setting up instruction in beef cookery among Montana's high school home economics departments. "By emphasizing ways to prepare the cheaper cuts, we hope to increase the market for beef," explained Norma Johnson of Stockton, co-chairman of the Montana CowBelles beef education program.

NEBRASKA

President Mrs. Martin Viersen of North Platte was honored as Queen-for-a-Day at the evening performance of the Ak-Sar-Ben World Champion-

ship Rodeo in Omaha on Sept. 28. Attractively dressed, Mrs. Viersen circled the arena in a buggy drawn by two pretty ponies. She was presented with a beautiful compact by Ak-Sar-Ben as a memento of the occasion.

On Sept. 12 the public relations committee of the Nebraska CowBelles entertained the wives of Kiwanis Club members who were in district convention at North Platte, at the Hansen ranch. About 125 ladies enjoyed the delicious beef treats which adorned the attractive tea table set up in the patio, and each guest received copies of the recipes, compliments of the 'Belles. Committee chairmen for this successful event were Mrs. Everett Brown and Mrs. C. S. Reese, Jr., of Valentine.

NORTH DAKOTA

The members of the beef promotion and public relations committees of the North Dakota CowBelles held a coffee party on Sept. 16 at the home of Mrs. Jim Tyler in rural Bismarck to promote the use of beef in party fare as well as main courses. The tidbits, which included ranch bread, creamy beef spread, cheese and beef log, surprise meat balls, beef brownies and many other goodies, were as good as they looked. Mrs. J. L. Connolly, president of the group, poured, assisted by other officers and members.

On Sept. 11 the North Dakota Alumni, made up of former CowBelle officers whose motto is "no work, no worry, no dues," held their annual meeting at the Carl Kuehn ranch in Washburn. The weather was perfect and members came from as far away as 200 miles to share the companionship and good food laid on a picnic table in the shade of the Kuehns' huge machine shed.

On Oct. 7 Marian Piper, former North Dakota CowBelles editor, presented on a Bismarck television station the program worked out by Mrs. Earl Morrell and Mrs. Bea Peterson. Based on the Swift & Company chart "How Many People Does It Take To Produce A Steak?" and using Mrs. Peterson's verse, "Twenty-One," which appeared in the September Chimes, it was illustrated by large charts of the drawings by Mrs. Bowman of New England. It was so well received that Mrs. Morrell plans to use this beef promotion "TV package" whenever and wherever possible.

The North Dakota CowBelles have had excellent radio, television and newspaper coverage this year. They made several TV short spots the day of their recent meeting.

OKLAHOMA

At an October meeting in the home of Mrs. G. C. Parker, Tulsa, general chairman of the CowBelles convention,

Dec. 7-8 at the Mayo Hotel, plans were made to make this the biggest and best meeting of all.

SOUTH DAKOTA

Here's a cute publicity stunt that was pulled by a Mellette County CowBelle when she was visiting in Colorado recently. The South Dakota CowBelles are giving the waitress who suggests beef a special tip, so Blanch Kaufman of White River gave the girl who sug-

were Mrs. Ray Carr, president; Mrs. Walter Crago, vice-president, and Mrs. Jack McClure.

Worked out from plots obtained from packing companies and the Extension Service, "Producerville" graphically illustrated the many ways in which beef and beef by-products serve the American way of life in the fields of textiles, resins, pharmaceuticals, detergents, cosmetics, adhesives, books, toys, musical instruments, cameras and

successful booth at the Butte County Fair. In September they took time out to elect new officers and plan activities for the next few months. In October they were back in business with a beef luncheon and sale, the proceeds to be given to the building fund of the North Hills Nursing Home to be built in Belle Fourche. . . . Officers elected for the year are Mrs. Jack McClure, president; Mrs. Phillip Vallery, vice-president; Mrs. Jimmy Newland, secretary-treasurer.

WASHINGTON

A Whitman County (Wash.) 4-H'er, Rosemary Schmick, 14, has won a \$50 award in a beef demonstration contest sponsored by the Washington State Association of CowBelles. Her prize-winner, "Beef Boats with Carrot Sails," was the result of her interest in doing "something different" with economy cuts of beef.

NAMES FOR OUR BOARD

Attention, please: All state presidents and any other interested CowBelles:

Will you please send me names and recommendations of CowBelles qualified to serve on the American National board of directors? As you know, it is from this board that the officers



Model town displayed in South Dakota CowBelles' booth at State Fair in Huron, Sept. 5-10.

gested beef for her dinner one of the coins South Dakota has issued for the Centennial celebration. She reports that the whole cafe staff was thrilled. I bet there were a lot of suggested beef menus around there later!

South Dakota CowBelles will be gathering in Chamberlain, So. Dak., Dec. 1-2 with the stockgrowers for their quarterly meeting.

I had an idea for a gift for the new baby born to one of the CowBelles. We tried it at our last meeting when Pat Adrian came with her new cowboy, Tommy, and it was such a success that I suggest other CowBelle groups try it. We gave the new arrival and his mother a pretty package containing cans of beef baby food.

There are seven local CowBelle groups in the state now.

In keeping with the National suggestion that CowBelles do leathercraft as their 1960-61 project, our local group made leather laced belts at the last meeting.—Winifred Reutter, White River.

* * *

The South Dakota CowBelles are especially proud of their fair booth activities for 1960. Starting with a well-researched ranch and cattle population map prepared for the Butte County Fair by Mrs. Meta McClure, assisted by Mrs. Jack McClure of the Tri-State CowBelles, they culminated in "Producerville," the model town displayed at the State Fair in Huron. Emphasizing the fact that only about 55% of the steer is meat and the rest finds its way into by-products, the display was one to be proud of. Designers

Oklahoma's Kiowa - Comanche County CowBelles, organized in March, manned beef promotion booths at the Mountain View Fair in August and the Roosevelt Fair in September, selling brand napkins, cookbooks, trivets and memberships, and giving away promotional material. Shown at the Roosevelt Fair exhibit are (l. to r.) Mrs. James K. Haley, president of the state CowBelles, Mountain View, and Mrs. Bob Baumann of Meers, president of the Kiowa-Comanche County CowBelles.



a host of other products. On the opening day of the fair Mrs. Carr presented "the budget key to Producerville" to Mr. Sidney Larson, State Fair Manager. This unique 27-inch key was made of 5 pounds of ground beef.

The Tri-State CowBelles plan each month of the year to do one special beef promotion program. In June they contributed to the Community Barbecue; in July they had seven girls representing the group in the Black Hills Round-up Parade; in August a very

for 1961 will be elected.

It will be a tremendous help to the nominating committee in selecting a slate to present to the convention in Salt Lake City, to have names from every section and state to consider. There are many capable CowBelles but not all of them may be able to accept an office for various reasons, so please consider this in sending your recommendations.

64th Convention — Jan. 25-28.

American Cattle Producer

BREEDS, SALES

EARL MONAHAN ELECTED TO HEAD HEREFORD ASSN.

Earl Monahan of Hyannis, Nebr., has been elected president of the American Hereford Association at Kansas City. Charles Chandler of Baker, Ore., son of Herb Chandler, a former president of the organization, was named vice-president. Watt Matthews of Albany, Tex., Wm. P. Adams of Odebolt, Iowa, and Eugene P. Forrestel of Medina, N. Y., were elected to three-year terms on the board of directors.

Earl Monahan

was C-A, later changed to Circle Dot brand—"You can't put it on backwards or upside down." Most of the Monahans' steers are marketed as three-year-olds, and heifers not retained as replacements are sold as yearlings; about 500 are kept each year. When they calve as three-year-olds, they are pastured as close as possible to the ranch headquarters; their calves are sold in the fall.

Monahan has been active in both state and local livestock organizations. He is a past president of the Nebraska Stock Growers Association, a member of the National Live Stock Tax Committee and director of the American National.

N BAR RANCH HOLDS SUCCESSFUL ANGUS SALE

In the 13th annual N Bar Ranch sale at Grass Range, Mont., ranchers from a half-dozen states paid a gross \$64,550 for 421 head. Average marked up for 241 commercial heifer calves was \$125; for 58 registered bull calves, \$198.50 and for 19 grade cows \$162. A bull calf was the top seller in the auction, bringing \$660 from a repeat Montana buyer. The first animal auctioned, as last year, was a registered heifer calf, proceeds going to the Central Montana Girl Scouts, in what Jack Milburn, N Bar manager, said would be an annual practice. An Idaho buyer paid \$425 each for 10 bred registered heifers, and a pen of 35 older registered cows brought \$237 per head.

66 1/2 THORP HEREFORDS BRING \$55,085 TOTAL, \$828 AVERAGE

Buyers from 10 states and Canada paid \$55,085 for an \$828 average on 66 1/2 lots at the Thorp Hereford Farm sale in Britton, S. Dak., last month. 26 1/2 bulls totaled \$27,285, averaging \$1,030. Top price of the sale was \$2,100, paid for a summer yearling; second-high of the sale was \$2,000. The 40 females offered returned \$27,800 to average \$695. The top seller got a price of \$2,000.

PFIZER AGAIN OFFERS PRIZES TO MEAT JUDGING TEAMS

The 1960 International Livestock Exposition in Chicago will, for the 31st year, feature the Intercollegiate Meat Judging Contest, where 25 four-man teams made up of highly trained performers will compete. For the fourth straight time, cash awards will be made to the top three ranking teams by the agricultural division of Chas. Pfizer & Co., Inc. Each winning team accepts the award on behalf of the respective land grant institution it represents, to finance appropriate meats research activities. Last year Oklahoma State University took the \$1,000 first prize offered by the 111-year-old pharmaceutical firm, Texas A & M College the \$500 second prize and North Dakota Agricultural College \$250 third prize.

DENVER HOLDS SECOND FALL FEEDER AUCTION

In the second special feeder cattle sale at the Denver market, some 4,500 head of cattle, with about 15% of the total in calves, changed hands. The champion load of Hereford steer calves, 392-pounders, brought \$27.20; the reserve champion load of 20 yearling steers, at 670 lb., sold at \$24.25. A 42-load Hereford steer calf consignment sold at \$26.60. A 20-heifer load of Herefords brought \$24.50. Bulk of good and choice 550-700 lb. feeding heifers sold at \$20.50-21.80; good choice 275-475 lb. steer calves sold for \$23.40-27.30.

WYOMING HEREFORD RANCH SELLS 69 BULLS FOR \$74,600

Sixty-nine bulls sold last month in the Wyoming Hereford Ranch Sale at Cheyenne for \$74,600, averaging \$1,081. The average for the top 10 was \$3,082, and the top selling bull went to a Texas buyer for \$11,500; the next-high price was \$3,500. Buyers represented 10 states, and spectators came also from other states and Canada to see the lively bidding.

YAVAPAI CALF AUCTION MAKES 40c+ FOR TOP 10

In the recent annual Yavapai (Arizona) Calf Sale, the top 10 calves sold individually at \$185 to \$225 per head, averaging well over 40c. The remaining 55 head averaged 425# and brought \$140—just under 33c. Sponsors of the sale regarded this price as gratifying in view of what appeared to be a 24¢ market.

\$740 AVERAGE IS SET ON 53 MESSERSMITH BULLS

The annual bull sale of F. E. Messersmith & Sons at Alliance, Nebr., saw 53 spring and summer yearlings sell for \$39,180 to average \$740. 16 head sold in the \$1,000-1,400 range, with the sale topper bringing the latter price. Most of the buyers were Nebraskans, and a good many of the successful bidders were repeat buyers.

CK RANCH

Selling
175
✓ ✓ Bulls

(All serviceable age)

MONDAY
Nov. 28

Opportunity to buy bulls
backed by a sound
program

THE CK PROGRAM INCLUDES:

- ★ Double Checked Pedigrees
- ★ Type and Smoothness
- ★ Quality and Uniformity
- ★ Popular Bloodlines
- ★ Weight Information
- ★ Performance that counts
- ★ Bulls developed in a practical manner

This sale will include 100 conditioned bulls and 75 grass bulls. None of them are fat but are ready to go to work. All but two of the bulls trace to CK Onward Domino. This is a uniform offering of good bulls that will improve your calf crop.

Write for our four-generation catalog.

CK RANCH
Brookville, Kansas

SALES

NOV.
28
KANS.

SALE—Nov. 28, 1960
175 HEAD HEREFORD RANGE BULLS
 ✓ Check the record: CK Bulls produce the top feeder calves
 "It's the performance that counts"
 Write for catalog
 (See Page 21 for more details)

CK RANCH
 Brookville, Kansas

DEC.
2
TEXAS

JACK TURNER AND SONS
SILVER CREST BLEND
 of the Hereford Breeds—the very Tops
60 BULLS — 50 FEMALES

Write for catalog to 4901 Crestline Road, Ft. Worth, Texas

DEC.
5-6
TEXAS

XIT HEREFORD BREEDERS ASSOCIATION
SHOW AND SALE
 Dec. 5 and 6 — Inter State Fair Buildings — Dalhart, Texas
80 HEAD: 65 BULLS — 15 FEMALES
 Judging Monday, Dec. 5—R. F. Brandenberg, Amarillo, Tex.
 Sale Tuesday, Dec. 6—Gene Watson—Auctioneer
 For catalog write:
 JERRY MOBLY, BOX 1213, DALHART, TEXAS
 or CLYDE LATHEM, BOX 864—DALHART, TEXAS

\$681 AVERAGE SET ON 58 BULLS IN VON FORELL HEREFORD SALE

The annual range bull sale of von Forell Herefords near Wheatland, Wyo., on Oct. 17 brought in \$39,500 on 58 animals. Good weather, a large crowd containing many repeat buyers and fast bidding contributed to a fast-moving sale in which the top selling animal found a new owner at \$3,000, and the over-all average was \$681. Successful bidders were registered from Colorado, Nebraska and Wyoming.

HEREFORDS BECOME CHAMPS AT SAN FRANCISCO SHOW

The grand champion and reserve champion of the Grand National Livestock Exposition in San Francisco last month were Herefords. The top animal was a 1,000-pounder shown by Kenneth R. Burns of Gillette, Wyo. The reserve champion was an 870-pound senior calf shown by Keith Cheldelin, 21-year-old senior at Fresno State College. Wallop Hereford Ranch of Big Horn, Wyo., took the grand championship with their carload of Hereford feeder calves.



Grand champion at the American Royal. The Hereford was shown by Paul Grieder, Congerville, Ill. It was purchased by the Putsch restaurants on the Plaza in Kansas City at \$5.04 per lb. From left are Eddie Williams, Williams Meat Co., final bidder, nine-year-old Jane Grieder, Judd Putsch; Mrs. Putsch; Theresa and Randy Grieder; Mrs. Grieder and Paul Grieder.

ANGUS RESEARCH MEET AIMS AT BREED BETTERMENT

Twenty-seven beef cattle research men attended the Oct. 4-5 American Angus Research Conference in St. Joseph, Mo. They met in four separate committees: carcass evaluation, to make suggestions for the association's carcass phase of its herd improvement programs; herd classification and the Angus herd improvement record, for recommending any changes or corrections the researchers felt would improve these programs; herd records and statistics, to study records being kept and methods used in gathering and calculating facts; heredity in beef cattle. Primary concern in the report was the problem of dwarfism; recommendations were made for suggested action by the association to improve the genetic strength of the Angus breed.

PRIZE HEREFORD CATTLE WINNERS AT KANSAS CITY

Grand champion of the 1960 American Royal show in Kansas City last month was a 1,050 lb. Hereford shown by Paul Grieder of Congerville, Ill. The champ brought \$5.04 a pound at auction, to total \$5,402. 14-year-old Doug Brent of Stanford, Ill., took top honors in the junior steer division with a Hereford steer. A load of 20 feeder Hereford calves exhibited by J. D. Lamont, Orchard, Colo., were grand champions of the show and later brought \$61 per cwt. A load of 638 lb. commercial Hereford steers from Barby Bros., LaVerne, Okla., became the grand champions of the commercial stocker and feeder division and later sold at \$26.20 per cwt. The champion Hereford female was shown by Jack Turner and Sons, Ft. Worth, Tex.

'HERD ANALYZER' MEASURES PRODUCTION PROBLEMS

A new way of analyzing beef cow herds to spotlight calf crop, reproduction and profit margin problems is offered by W. W. "Bill" Smutz, beef management consultant, 1600 Hudson St., Denver. The new system, called "Herd Analyzer", enables a cattleman, using only normal tallies and weights, to compare his own operating efficiency with other producers and to project his calf production costs to any market level. It also provides a tool for measuring breeding efficiency for cows and bulls. Smutz was recently ranch operations manager for Armour and Company's beef cattle improvement program.

SHORTHORN SECY. RESIGNS; BROWITT NAMED ACTING SECY.

Kenneth R. Fulk, executive secretary of the American Shorthorn Association at Omaha, last month resigned the post he had held the past two years. Announcement was made by Shorthorn President James Thomson, Jr., that James W. Browitt would serve as acting secretary. Browitt has served for three years as executive assistant.

COWBOY HALL OF FAME FEATURE AT RED BLUFF

The 1961 Red Bluff (Calif.) Bull Sale, Feb. 2-4, will feature the Cowboy National Shrine and Hall of Fame in Oklahoma City, with the 1960 California Cowboy Hall of Fame honoree, Roy Owens, in the limelight. Owens is a former 18-year member of the bull sale committee. A Hereford bull donated by American National Cattlemen's Association President Fred Dressler of Garnerville, Nev., will be sold for benefit of the shrine. Mr. Dressler is the first vice-president of the Cowboy Hall of Fame. Lucky Hereford Ranch is feeding and fitting the donated animal for the auction.

56 COULTER HEREFORD BULLS SELL FOR \$1,041 AVERAGE

Coulter Hereford Ranch at Bridgeport, Nebr., last month sold a total of 56 bulls—all range bulls, pasture-raised—for an average of \$1,041. The top bull brought \$2,450, going to Dr. C. R. Watson of Mitchell, Nebr., who also purchased four of the top bulls for a \$2,050 average. The top 10 averaged \$1,759. 29 individuals sold at \$1,000 and over. Bern R. Coulter reported "one of the largest and most enthusiastic crowds that we have had."

ANGUS ASSN. CHALKS UP NEW REGISTRATION RECORDS

The American Angus Association reports at the end of its 1960 fiscal year, Sept. 30, that for the third year in a row more than 3,000 cattlemen joined the national group. A total 235,701 Black calves were recorded and 186,948 purebred Angus were transferred to new owners. All these activities set new records for the 77-year-old organizations. Life memberships numbered 3,065.

YOUNGSTERS' HEREFORDS WIN AT KANSAS JUNIOR SHOW

Billy Bennett, 15, of Jennings, Kans., showed his 970 lb. Hereford steer to the grand championship of the Kansas National Junior Livestock Show in Wichita last month. He had previously won the same honor with another Hereford in the same show in 1957. The reserve champion this year was exhibited by 11-year-old Terry Nelson of Burdick, Kans.

SANDHILLS ASSOCIATION SELLS 60 LOADS OF YEARLINGS

On Oct. 4, the Sandhills Cattlemen's Association sold 60 loads of yearlings, 2's and calves: nine loads of steer calves brought \$26-30; a load of choice and fancy were sale toppers at \$37, and four loads of choice 338-lb. heifer calves brought \$23.85.

ANGUS ASSN. RELEASES FILM FOR FARM YOUNGSTERS

A new motion picture, "An Angus in Your Future," has been completed for showing throughout the country by American Angus Association.

BULLS

FOR SALE AT PRIVATE TREATY

ABERDEEN-ANGUS CATTLE

Purebred and Commercial

N BAR RANCH, Grass Range, Mont.

Rocky Mountain SANTA GERTRUDIS PUREBRED BULLS AND HEIFERS

CHEROKEE RANCH

Sedalia, Colo.

T. K. WALKER, Owner
Phone—PY 4-5700
(25 mi. South of Denver)

CHANDLER HEREFORDS

Range Bulls of Uniform Quality in Carload Lots

Herbert Chandler

Baker, Oregon

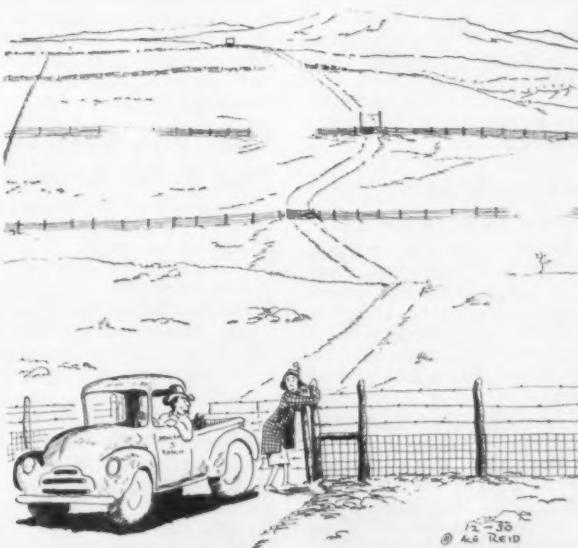
FRANKLIN HEREFORDS

A reliable source of practical, dependable registered Hereford breeding stock. Yearling bulls for sale now.

B. P. Franklin
Meeker, Colo.

COW POKES

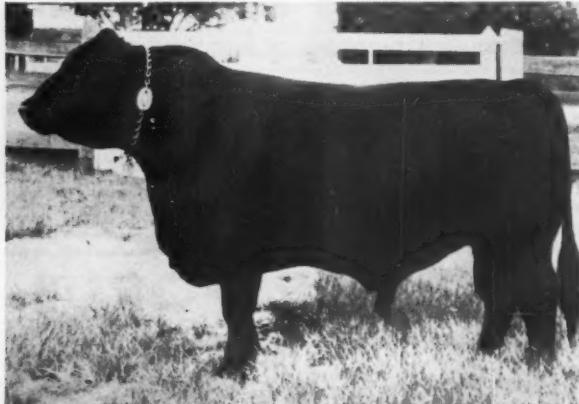
By Ace Reid



Build cattle guards! What we need with them?

COLORADO ANGUS LEAVE MARK AT PACIFIC INTERNATIONAL

Eleven Angus herds from California, Washington, Colorado and Oregon competed in the breeding cattle division of the 1960 Pacific International Livestock Exposition, held recently in Portland, Ore. The junior and grand champion bull was a summer yearling from Haystack Angus Ranch, Longmont, Colo., which also exhibited the senior champion bull and the junior and grand champion heifer of the show, and took first prizes also in the get-of-sire classes and best 10 head.



African Disease Tick Found in Florida Wild Animals

In the first such occurrence in North America, the red tick *Rhipicephalus evertsii evertsii*, a vector of cattle fever (piroplasmosis) and several exotic animal diseases, including East Coast fever, has been found in Florida. The tick is widely distributed in Africa; because it can survive on the ground for more than a year, discovery in the United States is regarded with special concern. The pest was found on wild animals in a compound known as "Africa USA" located at Boca Raton, Palm Beach County, Florida. The Florida Cattlemen's Association and the American National Cattlemen's Association are working with the USDA in eradication activities.

New Pfizer Study Lab To Research Ag Compounds

With dedication of its newest and largest scientific research center, Chas. Pfizer & Co. last month consolidated scientific studies offering broad potential for medicine, agriculture and industry. Formal opening of the new research laboratories was held Oct. 6 at Groton, Conn.

One of the functions of the center will be laboratory studies on compounds that may be of use in agriculture. As in the past, when such compounds hold promise, they will be sent to Pfizer's Agricultural Research and Development Center near Terre Haute, Ind., for field application and testing with farm animals.

IOWA SHORTHORN MAN SEES 2 WINNERS AT OMAHA

Calvin Olsen, Shorthorn breeder of Battle Creek, Iowa, was the breeder of two champion animals last month at the Ak-Sar-Ben Livestock Show in Omaha: Jim McBride of Danbury, Iowa, exhibited his light roan to the Shorthorn championship and then to the reserve grand championship of the show; Kenneth Chambers of Soldier, Iowa, had the breeding heifer which took champion heifer honors for the breed. 1,100 steers and heifers were judged in the 1960 Ak-Sar-Ben.

Young bull included in a plane-load of Angus cattle exported from Wye Plantation, Queenstown, Md., to Quito, Ecuador, arriving in time to participate in the National Agriculture Exposition at Riobamba, Ecuador. The bull was rated highest PRI Angus bull yet to leave the U. S.

New Howard Book Story of Pony Express

Author Robert West Howard has given a wonderful title—"Hoofbeats of Destiny"—to an extraordinary story—that of the Pony Express and the vital role it played in holding the West for the Union. Howard is joined by three other authorities in presenting his subject (Roy E. Coy, Frank C. Robertson and Agnes Wright Spring), and it's all there—the intrigue of the times, the bravery, the men who daringly traveled the great sweeps of land in a critical period of the country's history. The 190-page paperback is illustrated with eight pages of authentic prints, etchings and maps. It sells for 50¢.

South Utah Stockmen Start Market Group

Ten counties in southern Utah recently established their own marketing group, to be known as the Southern Utah Livestock Marketing Association. It has contracted with the Producers Livestock Marketing Association—a regional cooperative headquartered in Salt Lake City—to serve as the marketing agent for the producers.

USDA Cautions Need To Know With Whom You Deal

A minimum bond of \$5,000 is required for the first year in business, for practically all market agencies and dealers. Thereafter, the bond is computed on the basis of two days' average business. Even though the large majority of those engaged in livestock

trading are honest businessmen, the bonds may not be large enough to indemnify losses by shippers, says USDA's Agricultural Marketing Service. The service stresses the need for good, sound business practice of knowing in advance with whom one is dealing.

Continued Vaccination Urgent Against "Red Nose" Disease

Freedom from rhinotracheitis (red nose disease) for several years does not free cattlemen from the need to vaccinate their feedlot cattle, says Dr. Wm. W. Brown, extension veterinarian at Colorado State University, Fort Collins, who has also discovered the disease among range cattle. "Apparently the disease is mild and causes little sickness among range animals," he declared, "but it is extremely serious with large concentrations of cattle in feedlots or dairies." He stressed that vaccination must not be discontinued.

USDA Explores Use Of Fats in Animal Feeds

A new USDA publication on use of fats as feed additives reviews information gathered prior to and since 1954, when animal feeds supplemented with fats were first introduced commercially on a large scale. (Today, over a half-billion pounds of animal fats are used annually in feed.) The publication reviews in detail results of research on feeding of fat-supplemented rations. "Utilization of Fats in Poultry & Other Livestock Feeds" is obtainable from the Office of Information, USDA, Washington 25, D. C.

DeGraff's Beef Book

To Go to All Congressmen

A copy of the Herrell DeGraff book, "Beef Production and Distribution," will be supplied to every member of Congress. The presentations are made possible by the American Meat Institute, National Independent Meat Packers Association and Western States Meat Packers Association, these three major packer trade groups having recently joined with the American National Cattlemen's Association, National Association of Food Chains, Super Market Institute and National Association of Retail Grocers of the United States in the distribution plan.

USDA Blacklists B.H.C. For Spraying, Dipping

The USDA last month removed from its approved list of livestock sprays and dips B.H.C. (benzene hexachloride) and the extension service at Colorado State University has warned against its use because of the possibility of residues remaining in the meat of slaughter animals. It has never received approval for use on dairy cattle, nor have any other systemic parasite controls been so approved. For meat animals, Lindane, Toxaphene, Co-Ral or Korlan are approved.

Grazing Land Survey Asked for by Westerners

A Montana congressman, Rep. Lee Metcalf, and a group of western senators and representatives last month announced their intention to ask the Interior and Agriculture departments to inventory the nation's public grazing lands. In calling for a two-year study and recommendations for conservation of the lands, a letter was being framed to call for a survey of present suitability to sustain livestock. The agencies will also be asked to make recommendations for development and management of the lands.

New Machine Speeds Cattle Hide Processing

USDA's Agricultural Marketing Service in a report on a study of new machines (fleshers) for cleaning cattle hides says the machines will be used to process more than 2 million hides in 1960. Until recently hides were cured by covering them with salt and storing for 30 to 60 days. The new machine can remove flesh and manure left on hides and cure them in one to four days. USDA says processors should have a volume of at least 500 hides a day to offset the \$65,000 investment necessary.

Boise C. of C. Calls for Federal Land Grazing Use

Following a study of uses of federal land, the Boise, Ida., Chamber of Commerce recently adopted a resolution urging full consideration and right of permittees who would be affected by the announced intentions of the Forest Service and BLM to reduce use of natural resources on federal lands. It called on Congress for aid in withholding such drastic restrictions pending development of "a better formula for determining proper utilization."

Western States Packers Sponsoring Trip to Hawaii

Western States Meat Packers Association has informed us it is sponsoring a Mid-Pacific Conference in Hawaii Feb. 19-26, 1961. President E. F. Forbes advises that stockmen are invited to participate. Price per person is \$525 based on two people sharing a twin-bedded room. The price includes air travel, meals, etc.

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Midwest Carlot Meat Reports Cover 43% of Meat Output

8.7 billion pounds of the 20.2 billion total meat production of the United States is covered in USDA's midwest carlot meat reporting research started in April 1960 and scheduled to continue through June 1961. The report gives prices received by packers at major slaughtering centers in Omaha, Kansas City, Sioux Falls, Sioux City, St. Paul, St. Joseph, St. Louis and interior points in Iowa and southern Minnesota. In addition to prices on weights and grades of meat, the report gives price trends, supplies, demand and clearance. This information goes via teletype to Omaha and from there in consolidated form is released twice a week.

LIVESTOCK TAXATION

(Continued from Page 6)

have to declare estimated tax do it quarterly. If the estimate results in underpayment, the penalty does not apply if the taxpayer brings himself within one of the several exceptions set out in the code. But if a taxpayer fails to file quarterly estimates, thinking that two-thirds of his income will be farm income (so that his estimate is not due until Jan. 15) and it develops that this is not so, then it is too late to file a timely estimate and avoid penalty for underpayment of estimated tax. This inequity was unintended, and steps are being taken to correct it.

The tax committee has been trying to get a retirement fund for the self-employed. The Keogh-Simpson bill, which passed the House but was not acted upon in the Senate, would implement this.

The measure provides that a certain portion of income could be set aside each year to build up a fund for retirement. The amounts set aside would not be taxable in that year but would be taxable when the individual retired and collected from his retirement fund. The advantage, of course, is that the individual would be in a lower tax bracket after retirement.

Some amendments are being talked about, one of which would require self-employed persons with three or more employees to set up a retirement plan for employees before they can set up a plan for themselves.

High on the list of aims of the tax committee is an "averaging-of-income" basis for computing taxes of people like ranchers and farmers who have widely varying incomes. The committee has recommended a proposal which would provide a seven-year period of averaging incomes and which would be available to all taxpayers but which probably would limit use of the system to fluctuations of more than 25% above average in any year. This seven-year period would cover most of the normal dips and rises in agriculture.—From a report by Stephen H. Hart, Denver, Colo., attorney for the National Livestock Tax Committee.

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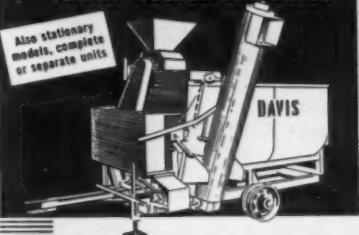
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Personal Mention

New American National parents are **Mr. and Mrs. C. W. (Bill) McMillan** of Denver, whose young son Brett was joined by little brother Kurt on October 23. The new member of the family weighed just over seven pounds at birth. His father, of course, is the American National's executive vice-president.

The former secretary of the American National Cattlemen's Association at Denver, **Roy W. Lilley**, last month married **Miss Ingrid Arko**, daughter of **Mr. and Mrs. Cyril Arko** of La Junta, Colo. The young people are living in Burlingame, outside of San Francisco, where Roy is now the assistant secretary of the California Cattlemen's Association.

James R. Williams has been named president of the Wichita (Kansas) Bank for Cooperatives. The Farm Credit board appointed **Kenneth M. Lyon**, president of the Federal Intermediate Credit Bank, general agent for the three Farm Credit Banks of Wichita. The two men will fill posts left vacant with the retirement of **Fred R. Merrifield**.

George K. Brown, Medicine Bow National Forest supervisor at Laramie, Wyo., now heads the branch of information and education in the Denver Forest Service office. Succeeding him at Laramie is **Wm. E. Augsbach**, supervisor of Bighorn National Forest, Sheridan, Wyo., who in turn is succeeded by **David S. Johns** of the Medicine Bow Forest staff at Laramie.

Henry Biederman, for the past 18 years editor of The Cattleman, official publication of the Texas and Southwestern Cattle Raisers Association, has been appointed director of information for the organization. He will continue the editorship with his new duties. **Dick Wilson**, the field editor, will be assistant information director. Announcement was made by Association President Dolph Briscoe, Jr., of Uvalde, Tex.

Tony Fellhauer, well known Wyoming University agricultural extension livestock specialist the past 22 years, retired Nov. 1. He is a native of Fowler, Colo., a graduate from Colorado State University in 1927, and has a master's degree from Wyoming University. In January 1958 he was the Record Stockman's Man of the Year in Livestock, and he played a major role in developing the annual Wyoming Hereford Association bull sale at Casper.

Jake L. Schneider, rancher, Sloughhouse, Calif., has been named California Livestock Man of the Year for 1960 by the San Francisco Chamber of

Commerce. Schneider is a member of the board of directors of the American National and active in state and local livestock associations.

Deaths

Hugh Hammond Bennett: The first chief of the Soil Conservation Service, Mr. Bennett died of anemia in Burlington, N. C., at age 75 on July 7. He was buried with full military honors in Arlington National Cemetery. He is credited, as much as one man can be, with launching the modern soil conservation program which is changing the landscape of the nation.

Tom Clayton: A widely known rancher in New Mexico and California, Mr. Clayton died early last month at Chico, Calif., after an extended illness; he was 70. In 1941-43 he was president of the New Mexico Cattle Growers Association. He was a native of Lubbock County, Tex.

Louis J. Taber: Taber, for 18 years master of the National Grange, passed away on Oct. 17. In 1932 he was one of the founders of the National Highway Users Conference, and he was widely recognized as a leader in agriculture.

L. M. Slone: Mr. Slone, for 13 years a director of the American Brahman Breeders Association, died on Aug. 30 at Bay City, Tex. He was one of the organizers of the Texas Mid-Coastal Brahman Association.

Rank In Beef Production

(Production on ranches and farms—live weight, in millions of pounds)

1. Tex.	2,621	26. N. Mex.	395
2. Iowa	2,572	27. Penn.	390
3. Nebr.	1,750	28. Ark.	385
4. Kans.	1,560	29. Wyo.	379
5. Ill.	1,465	30. Fla.	358
6. Minn.	1,380	31. Wash.	353
7. Mo.	1,371	32. Ga.	350
8. Calif.	1,249	33. Va.	345
9. S. Dak.	1,211	34. Ariz.	329
10. Okla.	1,115	35. Utah	209
11. Wis.	941	36. N. C.	201
12. Colo.	831	37. Nev.	164
13. Mont.	785	38. S. C.	135
14. Ind.	707	39. Md.	129
15. Ohio	633	40. W. Va.	125
16. N. Dak.	620	41. Vt.	68
17. Miss.	565	42. N. J.	47
18. Ky.	512	43. Maine	33
19. Ala.	494	44. Conn.	31
20. Mich.	489	45. Mass.	28
21. Idaho	459	46. N. H.	19
22. Ore.	453	47. Del.	15
23. Tenn.	453	48. R. I.	3
24. La.	420		
25. N.Y.	401	U.S.	29,546



Nov. 12-19—National Grange meeting, Winston-Salem, N. C.
 Nov. 14-15—Industry-wide Beef Grading Conference, Kansas City.
 Nov. 14-15—National Agric. Credit Conference (ABA) Denver.
 Nov. 16—Nebraska Stock Growers' Quarterly meeting, Broken Bow.
 Nov. 16-19—National Quarter Horse Show, L.S.U., Baton Rouge, La.
 Nov. 16-22—Great Western Livestock Exposition, Los Angeles, Calif.
 Nov. 25-Dec. 3—International Livestock Exposition, Chicago, Ill.
 Nov. 27-Dec. 1—National 4-H Club Congress, Chicago.
 Dec. 1-3—Arizona Cattle Growers meeting, Tucson.
 Dec. 7-8—Oklahoma Cattlemen's convention, Tulsa.
 Dec. 7-9—Western Forestry & Conservation Assn. conference, Victoria, B. C.
 Dec. 8-10—California Cattlemen's convention, Santa Barbara.
 Dec. 9-10—Utah Cattlemen's convention, Salt Lake City.
 Dec. 11-15—American Farm Bureau Federation meeting, Denver, Colo.
 Jan. 3-7—Arizona National Livestock Show, Phoenix.
 Jan. 11-13—Mississippi Cattlemen's convention, Jackson.
 Jan. 13-21—National Western Stock Show, Denver.
 Jan. 19-20—North Carolina Cattlemen's meeting, Raleigh.
 Jan. 22-25—Nat'l Wool Growers Assn. convention, Denver.
 Jan. 25-28, 1961—64th annual convention, American National Cattlemen's Assn., Salt Lake City, Utah.
 Jan. 27-Feb. 2—Southwestern Exposition & Fat Stock Show, Ft. Worth, Tex.
 Feb. 10-19—San Antonio Stock Show & Rodeo, San Antonio, Tex.
 Feb. 14-17—Livestock Research Advisory Comm., USDA, Washington, D. C.
 Feb. 20-21—Louisiana Cattlemen's Assn., Shreveport.
 Feb. 22-23—Alabama Cattlemen's Assn., Montgomery.
 Feb. 22-Mar. 5—Houston Fat Stock Show, Houston, Tex.

WHOLESALE DRESSED MEATS (Chicago)

	Oct. 27, 1960	Oct. 22, 1959
Beef, Choice	\$38.50 - 43.00	\$42.50 - 45.50
Beef, Good	37.00 - 41.00	41.00 - 44.00
Beef, Std.	35.00 - 39.00	39.00 - 42.00
Veal, Prime	50.00 - 52.00	53.00 - 56.00
Veal, Choice	47.00 - 50.00	47.00 - 52.00
Veal, Good	37.00 - 46.00	38.00 - 46.00
Lamb, Choice	38.50 - 43.50	42.00 - 45.50
Lamb, Good	37.00 - 42.00	40.00 - 43.00
Pork Loin, 8-12z	47.50 - 51.00	41.50 - 45.00

CHICAGO LIVESTOCK PRICES

	Oct. 27, 1960	Oct. 22, 1959
Steers, Prime	\$24.75 - 27.00	\$27.50 - 29.00
Steers, Choice	23.75 - 26.00	26.25 - 28.25
Steers, Good	22.75 - 25.00	24.50 - 26.50
Steers, Std.	21.00 - 23.00	22.50 - 25.00
Cows, Comm.	13.50 - 16.25	16.50 - 18.00
Vealers, Gd.-Ch.	22.00 - 26.00	30.00 - 31.00*
Vealers, Std.	17.00 - 22.00	25.00 - 30.00
F. & S. Strs., Gd.-Ch.	21.25 - 27.00	24.00 - 33.00
F. & S. Strs., Cm.	19.00 - 22.50	22.00 - 26.00
Hogs, 180-240z	16.25 - 17.50	13.25 - 14.10
Lambs, Gd.-Ch.	15.50 - 18.50	18.50 - 21.00
Ewes, Gd.-Ch.	4.50 - 5.00	3.50 - 4.00

(* Good only)

COLD STORAGE HOLDINGS

(Thousands of pounds)

	Sept. 1960	Aug. 1960	Sept. 1959	5-Yr. Avg.
Frozen Beef	151,748	142,263	160,477	115,070
Cured Beef	10,712	10,814	10,612	10,294
Total Pork	154,035	220,665	163,447	153,863
Veal	8,922	7,799	7,517	9,525
Lamb & mutton	12,824	13,434	13,736	9,559

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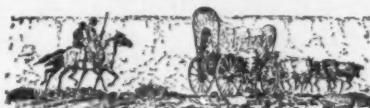
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L1748

Tolling of the Christmas Bells
 "May the Peace and Joy of Christmas be with you through all the Year"



T1750

The Merry Christmas Claim
 "Season's Greetings and Good Diggings all the Year"



P1751

Chuck Wagon Santa
 "With Best Wishes for a Happy Holiday Season"



L1753

"He shall feed His flock like a shepherd—"
 "Wishing you all the Blessings and Joys of Christmas"



T1754

Season's Stampings
 "And Best Wishes for the Brand New Year"



L1755

A Christmas Visit
 "Merry Christmas and Happy New Year"



L1757

Season's Greetings
 "With Best Wishes for the Coming Year"



H1758

Candles in the Big Church
 "May the Peace and Joy of Christmas be with you through all the Year"



P1759

Christmas Capers
 "Merry Christmas"



L1761

A Christmas Kindness
 Greeting is an appropriate verse



S1762

Christmas Eve in the West
 "Wishing you all the Blessings and Joys of Christmas"



L1763

The Christmas Dance
 Greeting is an appropriate verse



L1764

Greetings from Our Outfit to Yours
 "Merry Christmas and Happy New Year"

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